

# *History*

The Iowa General Assembly created the Iowa Agricultural Development Authority (IADA) in 1980. The Authority's statute is Chapter 175, Code of Iowa. The purpose of this law is to assist eligible Iowans, who engage in farming or wish to engage in farming, to purchase agricultural land and depreciable agricultural property, or to make agricultural improvements.

The law was amended in 1981 to include the Individual Agricultural Development Bond Program. In 1987, the Authority expanded the Program to permit the sale of bonds to individuals for direct loans and for contract sales. The Program was further expanded in August 1996 when a federal law became effective that allows beginning farmer loans to be used for transactions between parents, grandparents, and siblings. Such transactions can be financed only through third-party lenders; Internal Revenue Service rules prohibit contract sales between close relatives. The new law also increased the number of acres applicants could own and still be eligible for a Beginning Farmer Loan.

In 2008, the program was again expanded to increase the maximum bond amount from \$250,000 to \$450,000. Additionally, the maximum bond amount will be adjusted annually based on inflation. Also, the \$125,000 maximum value of previously owned real estate restriction was eliminated. However, no more than \$250,000 of the proceeds of a bond may be used to finance agricultural improvements.

In 1996, the IADA created the Loan Participation Program. This program provides down payment assistance to low income farmers to purchase capital agricultural assets. In 2005, the maximum loan amount was increased to \$100,000, and in 2007 the maximum loan amount was increased to \$150,000, and other underwriting standards were enhanced.

During the 2006 legislative session, the legislature created the Iowa Agricultural Asset Transfer Tax Credit. This program, known as the Beginning Farmer Tax Credit, provides a state income tax credit to those agricultural asset owners which rent their farms to qualified beginning farmers.

The powers of the Authority are vested in and exercised by a board of ten members. Nine members are appointed by the Governor subject to Senate confirmation. Additionally, the State Treasurer is an ex-officio non-voting member. The Executive Director of the Authority is Jeff Ward.



# Iowa Agricultural Development Authority Board and Staff

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## Board Members

### *Fred C. Lundt, Chairman*

Rockwell, Iowa

Term Expires 04/30/2012

### *Jayme J. Unga, Vice Chairman*

Boone, Iowa

Term Expires 04/30/2010

### *Annette J. Townsley, Treasurer*

Letts, Iowa

Term Expires 04/30/2014

### *Cheryl Adam*

Batavia, Iowa

Term Expires 04/30/2010

### *Frank J. Carroll*

Des Moines, Iowa

Term Expires 04/30/2012

### *Timothy Galm*

Everly, Iowa

Term Expires 04/30/2012

### *Evelyn M. Rank*

Clarinda, Iowa

Term Expires 04/30/2010

### *Kathleen Delate*

Ames, Iowa

Term Expires 04/30/2014

### *Gregory Steelsmith*

Albion, Iowa

Term Expires 04/30/2014

**Ex-Officio Members** *Gov. Chet Culver*  
Rep: Jamie Cashman  
State Capitol

*Honorable Michael Fitzgerald*  
Treasurer of the State  
State Capitol Building  
Des Moines, Iowa 50319

Treasurer's Representative:  
*Steve Larson*  
Iowa State Capitol Building

**Counsel** *David Claypool, Dorsey & Whitney LLP*  
801 Grand Avenue, Suite 3900  
Des Moines, Iowa 50309

*Steve Reno*  
Iowa Attorney General—Farm Division  
Lucas State Office Building

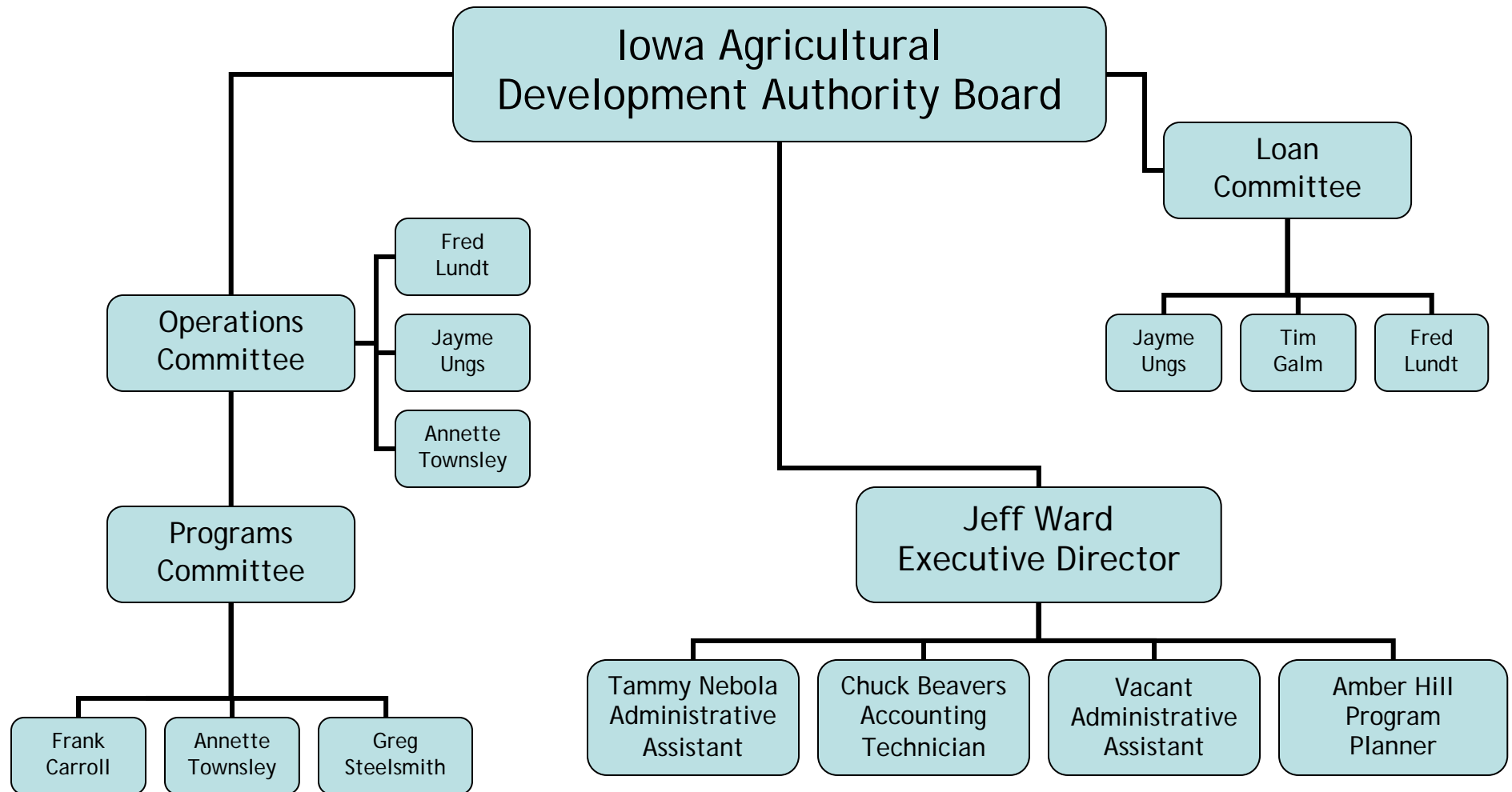
**Staff** *Jeff Ward*  
*Executive, Director*  
Urbandale, IA

*Amber Hill*  
*Program Coordinator*  
Huxley, IA

*Tammy Nebola*  
*Administrative Assistant*  
Collins, IA

*Chuck Beavers*  
*Accounting Technician*  
Dallas Center, IA

# Iowa Agricultural Development Authority Organizational Chart



# Iowa Agricultural Development Authority

## Source & Use of Funds

The Iowa Agricultural Development Authority (IADA) is a non-general fund, non appropriated authority of the State of Iowa.

### **REVENUE**

Revenue is generated from interest income on loans, Beginning Farmer Loan Program (BFLP), Loan Participation Program (LPP) closing fees, Tax Credit Program application fees & sponsorships to the Iowa Agricultural Youth Institute (IAYI) closing fees & interest income on investments. Also, the use agreement we have with the United States Department of Agriculture allows the IADA to utilize 3% of the fund balance each year for operating expenses.

As of year ended June 30, 2008 the breakdown for each is as follows:

Interest Income from Loans	17.13%
BFLP Fees	32.69%
LPP Fees	3.16%
Tax Credit Program Fees	9.16%
IAYI Sponsorships	4.16%
IAYI Registration Fees	.69%
Investment Interest Income	33.01%

### **USE OF FUNDS**

The largest expense item at IADA is Employee Compensation. Other significant items are legal fees, the IAYI and grants to agricultural development and education programs. The remainder of expenses are general office operating costs such as postage, telephone printing, etc

**IADA Salary Schedule**  
**As Of**  
**February 20, 2009**

<b>Job Title</b>	<b>Paygrade</b>	<b>Paygrade Range</b>	<b>Current Annual Salary</b>
Account Tech 2	20	\$30,077 - \$44,075	\$44,075.00
Program Planner 3	29	\$44,366 - \$67,517	\$44,366.00
Executive Director	37	\$68,598 - \$97,635	\$97,635.00
Administrative Asst. 2	24	\$36,171 - \$53,186	\$36,171.00

**IOWA AGRICULTURAL DEVELOPMENT AUTHORITY**

**INDEPENDENT AUDITOR'S REPORTS  
BASIC FINANCIAL STATEMENTS AND  
SUPPLEMENTARY INFORMATION  
SCHEDULE OF FINDINGS**

**JUNE 30, 2008**

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## Iowa Agricultural Development Authority

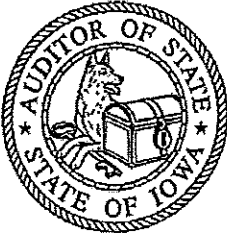
### Officials

<u>Name</u>	<u>Title</u>
	<b>State</b>
Honorable Chester J. Culver	Governor
Honorable Michael L. Fitzgerald	Treasurer of State
Charles J. Krogmeier	Director, Department of Management

### Board Members

Fred Lundt	Chair
Jayne J. Ungs	Vice Chair
Annette J. Townsley	Treasurer
Cheryl Adam	Member
Frank J. Carroll	Member
Greg Steelsmith	Member
Timothy Galm	Member
Evelyn M. Rank	Member
Kathleen Delate	Member
Chester Culver	Member Ex-Officio
Michael Fitzgerald	Member Ex-Officio

**Iowa Agricultural Development Authority**



OFFICE OF AUDITOR OF STATE  
STATE OF IOWA

David A. Vaudt, CPA  
Auditor of State

State Capitol Building  
Des Moines, Iowa 50319-0004

Telephone (515) 281-5834 Facsimile (515) 242-6134

Independent Auditor's Report

To the Board Members of the Iowa  
Agricultural Development Authority:

We have audited the accompanying financial statements of the Iowa Agricultural Development Authority, a component unit of the State of Iowa, as of and for the year ended June 30, 2008, which collectively comprise the Authority's basic financial statements listed in the table of contents. These financial statements are the responsibility of the Iowa Agricultural Development Authority's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with U.S. generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audit provides a reasonable basis for our opinion.

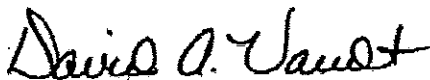
As discussed in Note 1, the financial statements of the Iowa Agricultural Development Authority are intended to present the financial position, and the changes in financial position and cash flows, of only that portion of the component units of the State that is attributable to the transactions of the Iowa Agricultural Development Authority. They do not purport to, and do not, present fairly the financial position of the State of Iowa as of June 30, 2008, and the changes in its financial position and its cash flows, where applicable, for the year then ended in conformity with U.S. generally accepted accounting principles.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Iowa Agricultural Development Authority as of June 30, 2008, and the changes in its financial position and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

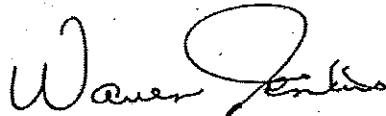
In accordance with Government Auditing Standards, we have also issued our report dated October 16, 2008 on our consideration of the Iowa Agricultural Development Authority's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be considered in assessing the results of our audit.

Management's Discussion and Analysis on pages 7 through 12 is not a required part of the basic financial statements, but is supplementary information required by the Governmental Accounting Standards Board. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. We did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Iowa Agricultural Development Authority's basic financial statements. The supplementary information included in Schedules 1 through 4 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in our audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.



DAVID A. VAUDT, CPA  
Auditor of State



WARREN G. JENKINS, CPA  
Chief Deputy Auditor of State

October 16, 2008

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## MANAGEMENT'S DISCUSSION AND ANALYSIS

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Management of the Iowa Agricultural Development Authority (Authority) provides this Management's Discussion and Analysis of the Authority's annual financial statements. This narrative overview and analysis of the financial activities of the Authority is for the fiscal year ended June 30, 2008. We encourage readers to consider this information in conjunction with the Authority's financial statements, which follow.

### FINANCIAL HIGHLIGHTS

- Total revenues of the Authority increased 10.5%, or approximately \$67,000, from fiscal year 2007 to fiscal year 2008. Approximately \$43,000 of the increase was due to program fees collected related to the various programs offered by the Authority.
- The dollar volume and number of tax exempt bonds issued under the Beginning Farmer Loan Program (BFLP) saw a slight decrease when compared to fiscal year (FY)07. IADA continues to lead the nation in both number and dollar volume of loans. The BFLP loan fees represent the major portion of revenue for the Authority and we continually promote and market the program. Increasing land prices continue to make it increasingly difficult for beginning farmers to purchase agricultural production assets and the BFLP represents an important tool in helping aspiring beginning farmers reach their goal of farm ownership. The number of applications approved during FY08 was actually higher than FY07. However, due to the wet spring & early summer, closings were delayed on many loans until FY09.

In response to the current agricultural economic climate, several significant enhancements were made to the BFLP program in 2008. This should have a positive effect on the program and provide an opportunity to more of Iowa's aspiring beginning farmers to get their start.

- Interest income on cash and investments decreased slightly, approximately \$8,500, or 4%, during the year. Declining investment rates are beginning to impact the Authority's operating statement and have a potential to have a serious impact on the earnings of the Authority.
- During FY06, the Authority began the Livestock Water Quality (LWQ) Facilities Loan Program. This program was done in conjunction with the Iowa Department of Natural Resources and the Iowa Finance Authority. The program was originally implemented as a direct loan program between the Authority and the livestock producer. During FY07, the program was revised and was done as a linked deposit with a local lender. The Authority retained a 1 percent fee to cover the costs of operating the program. On October 1, 2007 the contract with the DNR was revised and IADA was paid via a reimbursement of costs incurred to operate the program. On June 1, 2008, the contract with DNR was not renewed. Therefore, the operating statement will be negatively impacted in future years.
- In January 2007, the Authority began offering the Beginning Farmer Tax Credit Program. This program provides a state income tax credit to agricultural asset owners who lease their assets to qualified beginning farmers. This program has been hugely successful with over 450 applications received to date. This program had a positive effect on revenues as we were able to implement and operate the program with existing staff.
- Expenses of the Authority increased 29.5%, or approximately \$137,000, in fiscal year 2008 from fiscal year 2007. Approximately \$83,000 of the increase is related to employee compensation within the General and Administrative Fund. There was one

additional employee during most of fiscal year 2008. Also, for fiscal year 2008, the State of Iowa determined a liability should be recorded for Authority employees for the State's Sick Leave Insurance Program (SLIP). Approximately \$35,000 was recorded for the first time in fiscal year 2008. In addition, the allowance for loan losses was increased \$44,000 due to the increase in loans receivable in fiscal year 2008.

## **USING THIS ANNUAL REPORT**

This discussion and analysis is intended to serve as an introduction to the Iowa Agricultural Development Authority's basic financial statements. The Authority's basic financial statements consist of two basic areas. Income, expenses, assets and liabilities are allocated to the Administrative/BFLP Fund and the Rural Rehabilitation Trust Fund (RRTF). The RRTF is further divided between the Loan Participation Program (LPP) and the Trust Fund accounts. The LWQ and tax credit programs are contained within the Administrative/BFLP Fund.

The RRTF is managed by the Authority through a Use Agreement executed with the U.S. Department of Agriculture. The Use Agreement allows the Authority to use the fund for assistance to low income farmers, agricultural educational programs and administrative expenses. The fund is currently used for the Loan Participation Program, the Iowa Agricultural Youth Institute and contributions to ag education groups. Also, the Use Agreement allows the Authority to annually use 3 percent of the fund for administrative expenses.

The Administrative/BFLP fund consists of revenues generated from the Beginning Farmer Loan Program, LWQ program and the tax credit program and general administrative expenses required to operate the office. Only program specific costs, such as legal fees and IAYI expenses, are allocated to the RRTF accounts.

The Authority does not receive general fund monies from the State of Iowa. The Authority is a self-funded agency, which charges modest loan origination and closing fees. The fees and investment income pay the Authority's operating expenses.

The annual report consists of a series of financial statements and other information, as follows:

Management's Discussion and Analysis introduces the basic financial statements and provides an analytical overview of the Authority's financial activities.

The Basic Financial Statements consist of a Statement of Net Assets, a Statement of Revenues, Expenses and Changes in Fund Net Assets and a Statement of Cash Flows. These provide information about the activities of the Authority as a whole and present an overall view of the Authority's finances.

Notes to Financial Statements provide additional information essential to a full understanding of the data provided in the basic financial statements.

Other Supplementary Information provides detailed information about the individual funds. The Budgetary Comparison Schedule of Revenues and Expenses - Budget to Actual further explains and supports the financial statements with a comparison of the Authority's budget for the year.

## **COMPARISON WITH PRIOR YEAR AND SIGNIFICANT FINANCIAL FACTORS**

### *The Statement of Net Assets*

The Statement of Net Assets presents the assets, liabilities and net assets of the Authority as a whole at the end of the fiscal year. The Statement of Net Assets is a point-in-time financial statement. The purpose of this statement is to present a fiscal snapshot of the Authority to the readers of the financial statements. The Statement of Net Assets includes year-end information concerning current and noncurrent assets, current and noncurrent liabilities and net assets

(assets less liabilities). Over time, readers of the financial statements will be able to determine the Authority's financial position by analyzing the increases and decreases in net assets. This statement is also a good source for readers to determine how much the Authority owes to outside vendors and creditors. The statement also presents the available assets that can be used to satisfy those liabilities.

Net Assets		
	June 30,	
	2008	2007
Current and other assets	\$ 6,172,908	6,040,804
Capital assets, net of accumulated depreciation	18,097	19,496
Total assets	6,191,005	6,060,300
Current liabilities	75,176	82,655
Noncurrent liabilities	37,302	-
Total liabilities	112,478	82,655
Net assets:		
Invested in capital assets, net of related debt	18,097	19,496
Restricted	5,267,799	5,209,282
Unrestricted	792,631	748,867
Total net assets	\$ 6,078,527	5,977,645

Total assets as of year-end were \$6,078,527, an increase of \$100,882 over the previous year end. This increase is due primarily to the increase on outstanding loan volume and the higher rate of return we receive on interest income on loans. Over 90 percent of the Authority's assets are investable or liquid assets and are subject to interest rate variability.

The RRTF represents 86 percent of the Authority's assets. Approximately fifty percent of these assets are liquid and available for additional program development. The remainder of the assets are loans to Iowa farmers and represent a significant investment in helping Iowa's low-income farmers. The net equity of the RRTF increased \$58,517 in FY08.

The Authority is very liquid, which can provide an operating cushion in adverse times. Likewise, this liquid position can potentially have an adverse or positive impact on earnings in times of interest rate volatility. The Authority continues to explore investment options to enhance the return on investable funds and will begin extending maturities on investments to maximize returns as the yield curve indicates. This will be done while maintaining a safe, secure investment and complying with state investment guidelines.

Liabilities are limited to various accounts payable and compensated absences. The compensated absences represent a risk to the Authority given the age and length of service of two employees. The significant increase in liabilities was due to the recording of the Authority's estimated liability under the SLIP program.

#### *Statement of Revenues, Expenses and Changes in Fund Net Assets*

Changes in net assets presented in the Statement of Net Assets are based on the activity presented in the Statement of Revenues, Expenses and Changes in Fund Net Assets. The purpose of the statement is to present the revenues earned by the Authority, both operating and non-operating and the expenses incurred by the Authority.

### Changes in Net Assets

	Year ended June 30,	
	2008	2007
Operating revenues:		
Interest on loans	\$ 104,953	82,249
Program fees	366,117	322,641
Iowa agricultural youth institute contributions	29,700	14,400
Loan loss provision recovery	-	6,000
Total operating revenues	500,770	425,290
Operating expenses:		
General and administrative	433,320	344,686
BFLP direct expenses	70,096	63,016
LPP direct expenses	1,787	414
Iowa agricultural youth institute	32,698	35,355
Grants to agricultural development and education programs	20,194	21,382
Bad debt expense	44,000	-
Total operating expenses	602,095	464,853
Operating loss	(101,325)	(39,563)
Non-operating revenues:		
Interest on investments	202,207	210,715
Increase in net assets	100,882	171,152
Net assets beginning of year	5,977,645	5,806,493
Net assets end of year	\$ 6,078,527	5,977,645

The loan application and closing fees collected as part of the BFLP typically represent the largest source of revenue for the Authority. While BFLP volume was down slightly for the year, the new tax credit program and DNR program allowed the Authority to increase revenue over FY07, from \$322,641 to \$366,117.

Interest income from loans increased approximately \$23,000 compared to the previous year. Year end loans outstanding increased approximately \$1.1 million over the previous year end. Most of the loan growth can be attributed to program enhancements which were implemented in the fall of 2007. This made the programs underwriting guidelines much more flexible and user friendly. Also, we now offer a 5% fixed interest rate on the loans which reduces interest rate risk to the Authority.

The most significant factor affecting the Authority's income is interest income on cash and investments. The volatility of investment interest rates can dramatically affect the Authority's operating statement. The Authority had several certificate of deposit investments mature during the year and we continued to reinvest short term to take advantage when interest rates begin to rise. Also, the yield curve is flat, so there is no incentive to invest long term. The Authority is authorized to use alternative investment options and we continue to explore these as investment opportunities to enhance income.

The Authority experienced an increase in expenses in FY08. Expenses overall were up when compared with the previous year. Most of this was due to an increase in salaries, which follow the state pay plan. The Authority has a very experienced staff and 3 of the 4 staff members are at the top of their state pay classifications. In addition, an additional staff person was hired at the beginning of the fiscal year. There was also a \$44,000 increase to the loan loss reserve account due to the increased outstanding loan volume. No bonuses were awarded during FY08. The Authority is continually exploring ways to reduce expenses.

The Authority is a significant sponsor of the Iowa FFA Foundation. Support of agricultural education programs is an authorized use of the RRTF and the sponsorship is paid from that fund. The Authority's Board of Directors strongly believes support of the FFA and its programs help ensure the future of agriculture in Iowa and cultivate a base of potential beginning farmers for the Authority's programs.

#### *Statement of Cash Flows*

The Statement of Cash Flows is an important tool in helping users assess the Authority's ability to generate future net cash flows, its ability to meet its obligations as they come due, and its need for external financing. The Statement of Cash Flows presents information related to cash inflows and outflows, summarized by operating, capital and related financing and investing activities.

#### **Cash Flows**

	Year ended June 30,	
	2008	2007
Cash provided (used) by:		
Operating activities	\$ (1,118,397)	287,744
Capital and related financing activities	(6,798)	(11,226)
Investing activities	177,480	-
Net increase (decrease) in cash	(947,715)	276,518
Cash beginning of the year	3,987,979	3,711,461
Cash and cash equivalents end of the year	3,040,264	3,987,979
Investments	659,079	-
Cash and investments end of year	\$ 3,699,343	3,987,979

Cash used by operating activities includes investment, repayment and interest on loans, fees and contributions and grants made, net of payments to employees and to suppliers. Cash used by capital and related financing activities represents the purchase of capital assets. Cash provided by investing activities includes investment income received. For the year ended June 30, 2008, the Authority paid out \$1,405,737 in new loans.

#### **ACTUAL VERSUS BUDGET**

Revenues were above budget projections for the year by \$75,627 due to an increase in interest income on loans and a larger than anticipated usage of the tax credit program. In addition, sponsor donations to the Youth Institute exceeded budget due to a grant from the Farm Credit Foundation.

As indicated earlier, BFLP fee income represents a significant portion of total revenue. Despite increasing land prices, BFLP volume remained consistent with budget projections. The Authority actively markets the BFLP program and promotes the use of companion programs which assist beginning farmers with down payment and interest rate reductions. Marketing efforts will be continued in FY09 to attempt to maintain BFLP volume. In addition, several enhancements at both the state and federal level were made to the BFLP program in the summer of 2008 which should increase the use of the program in future years.

Overall expenses were in line with budget projections. In a few categories, the budget was exceeded marginally. However, since the Authority is a non-general fund agency, this does not represent a significant problem. A significant difference was experienced in employee compensation due to the hiring of an additional staff person that was not anticipated during the budgeting process and recording the SLIP liability. However, the DNR contract income and the additional revenue from the tax credit program more than offset this increase.

## **ECONOMIC FACTORS AND NEXT YEAR'S BUDGET**

We continue to see increases in farm real estate values. The increase in prices continues to challenge the ability of beginning farmers to purchase agricultural assets and, in turn, the Authority to grow BFLP volume.

We continue to see an increase in bankers using the Farm Service Agency (FSA) 50/50 program or the 50/45/5 program with our BFLP program. This program assists beginning farmers with down payments and also reduces the risk to the participating bank. Use of this program helps beginning farmers who otherwise might not qualify for credit and thus should further enhance our beginning farmer loan numbers. The Authority has a memorandum of understanding (MOU) with FSA whereby we cross-promote each other's programs. This has proven to be a very successful marketing arrangement for both parties.

In addition, during 2008, the maximum BFLP bond was increased from \$250,000 to \$450,000 at the federal level. Given the escalating real estate values, this should have a positive impact on the Authority's income. Also, during 2008, the maximum net worth of a qualified beginning farmer was increased from \$300,000 to \$500,000. This should also increase the eligible pool of applicants for the program.

Funding for the FSA program continues to be an issue and frequently delays the closing of our BFLP loans. To address this, in late FY2007 we increased the net worth ceiling and loan amount on our Loan Participation Program (LPP). This had a positive effect on loan volume and thus interest income on loans. Additional loan growth is anticipated for the LPP program in 2009. Increased use of the LPP program not only helps Iowa's beginning farmers get their start in farming, but also increases the yield on investable cash assets.

The Authority remains susceptible to investment rate risk due to our level of liquid assets. Our investments in CD's have intentionally been kept short term the past few years based on the shape of the yield curve. The Authority is now well positioned to take advantage of rising interest rates in the future as the yield curve returns to a more normal shape.

It is anticipated FY09 BFLP and LPP loan volumes will compare favorably with FY08. The BFLP program continues to be the most successful program of its kind in the nation and is continually modeled by startup programs. In addition, current ag real estate market prices prevent many beginning farmers from purchasing real estate, but this will enhance the rental tax credit program as more beginning farmers will lease rather than purchase land.

In summary, the Authority is well positioned to provide assistance to Iowa's beginning farmers. Our programs assist beginning farmers deal with escalating real estate prices and rental rates.

## **CONTACTING THE AUTHORITY'S FINANCIAL MANAGEMENT**

This financial report is designed to provide our customers and citizens of the state of Iowa with a general overview of the Iowa Agricultural Development Authority's finances and to show the Authority's accountability for monies under its discretion. If you have questions about the report or need additional financial information, contact the Iowa Agricultural Development Authority, 505 Fifth Avenue, Suite 327, Des Moines, IA 50309.

## **Basic Financial Statements**

**Iowa Agricultural Development Authority**

## Iowa Agricultural Development Authority

## Statement of Net Assets

June 30, 2008

<b>Assets</b>	
Current assets:	
Cash and investments	\$ 853,381
Loans receivable, net	228,161
Accounts receivable	7,422
Interest receivable	65,202
Total current assets	<u>1,154,166</u>
Noncurrent assets:	
Restricted cash	2,845,962
Loans receivable, net	2,172,780
Capital assets, net of accumulated depreciation	18,097
Total noncurrent assets	<u>5,036,839</u>
<b>Total assets</b>	<u><b>\$ 6,191,005</b></u>
<b>Liabilities</b>	
Current liabilities:	
Accounts payable	\$ 51,268
Compensated absences	23,908
Total current liabilities	<u>75,176</u>
Noncurrent liabilities:	
Compensated absences	<u>37,302</u>
<b>Total liabilities</b>	<u><b>112,478</b></u>
<b>Net Assets</b>	
Invested in capital assets	18,097
Restricted net assets	5,267,799
Unrestricted net assets	<u>792,631</u>
<b>Total net assets</b>	<u><b>\$ 6,078,527</b></u>

See notes to financial statements.

**Exhibit B**

## Iowa Agricultural Development Authority

## Statement of Revenues, Expenses and Changes in Fund Net Assets

Year ended June 30, 2008

Operating revenues:	
Interest income on loans	\$ 104,953
Beginning farmer loan program (BFLP) fees	200,223
Loan participation program (LPP) fees	19,372
Livestock water quality (LWQ) program fees	90,422
Tax credit program fees	56,100
Iowa agricultural youth institute sponsor contributions	25,500
Iowa agricultural youth institute registration contributions	4,200
Total operating revenues	<u>500,770</u>
Operating expenses:	
General and administrative	433,320
BFLP direct expenses	70,096
LPP direct expenses	1,787
Iowa agricultural youth institute	32,698
Grants to agricultural development and education programs	20,194
Bad debt expense	44,000
Total operating expenses	<u>602,095</u>
Operating loss	(101,325)
Non-operating revenues:	
Interest income on cash and investments	<u>202,207</u>
Change in net assets	100,882
Net assets beginning of year	<u>5,977,645</u>
Net assets end of year	<u>\$ 6,078,527</u>

See notes to financial statements.

## Iowa Agricultural Development Authority

## Statement of Cash Flows

Year ended June 30, 2008

Cash flows from operating activities:		
Investment in loans	\$ (1,405,737)	
Repayments on loans	311,941	
Interest income on loans	94,828	
Fees and contributions	400,646	
Grants to agricultural development and educational programs	(20,194)	
Cash paid to suppliers	(196,007)	
Cash paid to employees	(303,874)	
Net cash used for operating activities		\$ (1,118,397)
Cash flows from capital and related financing activities:		
Acquisition of furniture and equipment		(6,798)
Cash flows from investing activities:		
Interest on investments and cash equivalents		177,480
Net decrease in cash and cash equivalents		(947,715)
Cash and cash equivalents beginning of year		3,987,979
Cash and cash equivalents end of year		3,040,264
Investments		659,079
Cash and investments end of year		\$ 3,699,343
<b>Reconciliation of operating loss to net cash used for operating activities:</b>		
Operating loss		\$ (101,325)
Adjustments to reconcile operating loss to net cash used for operating activities:		
Depreciation	\$ 8,197	
Provision for doubtful accounts	44,000	
Changes in assets and liabilities:		
Increase in investment in loans, net	(1,093,796)	
Increase in accrued interest receivable	(10,125)	
Decrease in accounts receivable	4,829	
Decrease in accounts payable	(4,531)	
Increase in compensated absences	34,354	
Total adjustments		(1,017,072)
Net cash used for operating activities		\$ (1,118,397)

See notes to financial statements.

Iowa Agricultural Development Authority

Notes to Financial Statements

June 30, 2008

**(1) Summary of Significant Accounting Policies**

The Iowa Agricultural Development Authority (the Authority), a component unit of the State of Iowa, was created in 1980 under Chapter 175 of the Code of Iowa as a public instrumentality and agency of the State of Iowa to undertake programs which assist beginning farmers in purchasing agricultural land and improvements and depreciable agricultural property for the purpose of farming. Chapter 175 has been amended to include a Loan Participation Program and to expand the Beginning Farmer Loan Program to include an Individual Agricultural Development Bond Program. Chapter 175 also includes an operating Loan Guarantee Program and an Agricultural Loan Assistance Program, which are currently inactive.

The Authority, under the Individual Agricultural Development Bond Program, issues federally approved tax-exempt development bonds, the proceeds of which are to provide authorized agricultural and soil conservation financing. The bonds are payable solely from repayments of the loans, which have been assigned, without recourse, to the participating lending institutions. Participating lending institutions receive a federal tax exemption for the interest earned on the loans. These obligations do not constitute a debt of the State nor of the Authority, and neither is liable for any repayments. Therefore, the loans and bonds are not recorded in the Authority's financial statements.

Under Chapter 175 of the Code of Iowa, the Authority applied to the Secretary of Agriculture of the United States and received the trust assets previously held by the United States for the dissolved Iowa Rural Rehabilitation Corporation (IRRC). The assets are subject to the provisions of an agreement which specify certain limitations on the use of such assets and the types of securities in which the assets may be invested.

In fiscal year 1997, the Authority started the IADA Loan Participation Program. The Authority transferred \$2,000,000 of funds from the IRRC into the program. The program is designed to assist lenders and qualified farmers by participating on a last-in, last-out basis in a loan for the purchase of agricultural property. The Authority will participate in qualifying loans to low income farmers up to the lesser of \$100,000 or 30 percent of the purchase price.

Beginning in 2006, the Authority started the Livestock Water Quality Facilities Loan Program under the terms of a joint agreement with the Iowa Department of Natural Resources, the Iowa Finance Authority and the Iowa Agricultural Development Authority. As of October 1, 2006, the Authority is reimbursed for its expenses to manage the applications for this program.

In fiscal year 2007, the Authority started to administer the Beginning Farmer Tax Credit Program for the State of Iowa. To operate this program, the Authority receives application fees for each tax credit certificate issued.

The Authority conducts the Iowa Agricultural Youth Institute annually.

The financial statements of the Authority have been prepared in conformity with U.S. generally accepted accounting principles as prescribed by the Governmental Accounting Standards Board. The more significant of the Authority's accounting policies are described below.

A. Reporting Entity

For financial reporting purposes, the Authority has included all funds, organizations, boards, commissions and authorities. The Authority has also considered all potential component units for which it is financially accountable and other organizations for which the nature and significance of their relationship with the Authority are such that exclusion would cause the Authority's financial statements to be misleading or incomplete. The Governmental Accounting Standards Board has set forth criteria to be considered in determining financial accountability. These criteria include appointing a voting majority of an organization's governing body and (1) the ability of the Authority to impose its will on that organization or (2) the potential for the organization to provide specific benefits to or impose specific financial burdens on the Authority. The Authority has no component units which meet the Governmental Accounting Standards Board criteria.

B. Basis of Presentation

The accounts of the Authority are organized as an Enterprise Fund. Enterprise Funds are used to account for operations (a) financed and operated in a manner similar to private business enterprises, where the intent of the governing body is the costs (expenses, including depreciation) of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges or (b) where the governing body has decided periodic determination of revenues earned, expenses incurred, and/or net income is appropriate for capital maintenance, public policy, management control, accountability or other purposes.

C. Measurement Focus and Basis of Accounting

The financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

The Authority applies all applicable GASB pronouncements, as well as the following pronouncements issued on or before November 30, 1989, unless these pronouncements conflict with or contradict GASB pronouncements: Financial Accounting Standards Board Statements and Interpretations, Accounting Principles Board Opinions and Accounting Research Bulletins of the Committee on Accounting Procedure.

The Authority distinguishes operating revenues and expenses from non-operating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with the Authority's principal ongoing operations. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

D. Assets, Liabilities and Net Assets

Cash, Investments and Cash Equivalents – The Authority considers all short-term investments that are highly liquid to be cash equivalents. Cash equivalents are readily convertible to known amounts of cash and, at the day of purchase, have a maturity date no longer than three months. Cash investments not meeting the definition of cash equivalents at June 30, 2008 include certificates of deposit of \$659,079.

Loans Receivable – Interest on loans is accrued and credited to operations based primarily on the principal amount outstanding. Accrual of interest income on any loan is discontinued when, in the opinion of management, there is reasonable doubt as to the ability to timely collect interest or principal.

Capital Assets – Furniture and equipment are recorded at cost, and depreciation is provided using the straight-line method over the estimated useful lives of the assets, which range from five to ten years.

Compensated Absences – Employees accumulate a limited amount of earned but unused vacation and sick leave hours for subsequent use or for payment upon termination, death, or retirement. The cost of earned vacation and sick pay are recorded as liabilities. These liabilities for compensated absences are based on current rates of pay.

Allowance for Loan Losses – The allowance for loan losses is established through a provision for loan losses charged to operations. Loans are charged against the allowance for loan losses when management believes collection of the principal is unlikely.

The allowance for loan losses is maintained at a level believed adequate by management to absorb potential losses in the loan portfolio. Management's determination of adequacy of the allowance is based on an evaluation of the portfolio, past loan experience, current economic conditions and other relevant factors.

Beginning Farmer Loan Fees – Beginning farmer loan fees include application and closing fees received in conjunction with the Individual Agricultural Development Bond Program.

Loan Participation Program Fees – Loan participation program fees include application and closing fees received in conjunction with the Loan Participation Program.

Water Quality Program Fees – Water quality program fees are the amounts reimbursed to the Authority by the Iowa Department of Natural Resources for managing the applications in the Livestock Water Quality Facilities Loan Program.

Tax Credit Program Fees – Tax credit program fees include application fees received in conjunction with managing the Iowa Beginning Farmer Tax Credit Act.

Grants to Agricultural Development and Education Programs – Contributions in the form of grants are made for various agricultural development and educational programs. Grants are recorded as expended by the Authority and unexpended amounts revert to the Authority at the expiration of the grant period.

Budgets and Budgetary Accounting – Authority staff prepare an annual budget for general operations. The budget is approved and monitored by the Authority's Board.

**(2) Cash, Cash Equivalents and Investments**

The Authority's deposits in banks and with the Treasurer of State throughout the period and at June 30, 2008 were entirely covered by federal depository insurance or by the State Sinking Fund in accordance with Chapter 12C of the Code of Iowa. This chapter provides for additional assessments against the depositories to insure there will be no loss of public funds.

The Authority is authorized by statute to invest public funds in obligations of the United States government, its agencies and instrumentalities; certificates of deposit or other evidences of deposit at federally insured depository institutions approved by the Authority's Board; prime eligible bankers acceptances; certain high rated commercial paper; perfected repurchase agreements; certain registered open-end management investment companies; certain joint investment trusts; and warrants or improvement certificates of a drainage district.

The Authority had no investments meeting the disclosure requirements of Governmental Accounting Standards Board Statement No. 3, as amended by Statement No. 40.

**(3) Capital Assets**

Capital assets activity for the year ended June 30, 2008 is as follows:

	Balance Beginning of Year	Additions	Deletions	Balance End of Year
<b>Capital assets</b>				
Furniture and equipment	\$ 81,035	6,798	(23,380)	64,453
Less accumulated depreciation	(61,539)	(8,197)	23,380	(46,356)
Total capital assets, net	\$ 19,496	(1,399)	-	18,097

**(4) Lease Agreements**

The Authority has entered into non-cancelable, operating leases for office space and certain office equipment. The following is a schedule of the future minimum lease payments under the agreements in effect at June 30, 2008.

Year Ending June 30,	Office Space	Office Equipment
2009	\$ 19,953	987
2010	19,953	987
2011	9,976	411
Total minimum lease payments	\$ 49,882	2,385

Rent for office space and office equipment expense for the year ended June 30, 2008 totaled \$19,959 and \$987, respectively.

**(5) Loans Receivable**

The following is a summary of loans receivable at June 30, 2008.

Loans receivable	\$ 2,500,941
Less allowance for loan losses	<u>(100,000)</u>
Net loans receivable	2,400,941
Less current portion	<u>228,161</u>
Noncurrent loans receivable	<u>\$ 2,172,780</u>

**(6) Pension and Retirement Benefits**

The Authority contributes to the Iowa Public Employees Retirement System (IPERS), which is a cost-sharing multiple-employer defined benefit pension plan administered by the State of Iowa. IPERS provides retirement and death benefits which are established by state statute to plan members and beneficiaries. IPERS issues a publicly available financial report that includes financial statements and required supplementary information. The report may be obtained by writing to IPERS, P.O. Box 9117, Des Moines, Iowa, 50306-9117.

Plan members are required to contribute 3.90% of their annual covered salary and the Authority is required to contribute 6.05% of annual covered payroll. Contribution requirements are established by state statute. The Authority's contributions to IPERS for the years ended June 30, 2008, 2007 and 2006 were \$13,895, \$10,858 and \$10,333, respectively, equal to the required contributions for each year.

**(7) Other Retirement Benefits**

A voluntary termination benefit program has been established by the State of Iowa. The program is an opportunity for employees who are eligible upon a bona fide retirement to use the value of their unused sick leave to pay the employer share of the monthly premium of the State's group health insurance plan after their retirement.

Upon retirement, employees shall first receive cash payment for accumulated, unused sick leave converted at the employee's current regular hourly rate of pay, up to \$2,000, payable with the final payroll warrant that includes the employee's retirement date. The value of the remaining balance of the accrued sick leave will be converted based upon the original balance (before the cash payment). The remainder of the sick leave value is calculated based on the number of sick hours the employee had before the cash payment.

The final calculated dollar value will be credited to the employee's Sick Leave Insurance Program (SLIP). Each month, the retiree's former employing department will pay 100% of the employer share of the selected state group health insurance premium from the retiree's SLIP account. The retiree is responsible for any additional premiums associated with the employee/retiree share.

All program benefits are financed on a pay-as-you-go basis by the department from which the employee retired. Amounts calculated for this program are included in the compensated absences liability.

**(8) United States Department of Agriculture Use Agreement**

Effective June 30, 1980, all of the trust assets held by the United States in trust for the dissolved Iowa Rural Rehabilitation Corporation were transferred to the Authority, subject to the provisions of an agreement specifying the use of such assets for loans (as defined in the agreement), grants, establishment of reserves and other rural rehabilitation purposes as agreed between the Authority and the Federal government. The agreement provides, among other things, the annual cost of administration of the program shall not exceed 3 percent of the book value thereof during any fiscal year without the prior written approval of the U.S. government. During the year ended June 30, 2008, the Authority transferred \$166,933 to its administration fund for costs of administration. The calculated percentage was 3.17% for the year ended June 30, 2008. The Authority subsequently reimbursed the Trust Fund for the overspent amount from non-general, non-trust funds. At June 30, 2008, net assets related to the Iowa Rural Rehabilitation Corporation Program were \$5,267,799.

**(9) Commitments**

The Authority issues a loan commitment letter when the Board approves a loan participation program application. These letters are firm commitments for a ninety-day period. As of June 30, 2008, outstanding loan commitments totaled \$412,000.

**(10) Risk Management**

State employee benefits for health, dental, long-term disability and life insurance coverage are insured through commercial insurers. There were no significant reductions in insurance coverage for the prior year and settlements have not exceeded coverage for the past three fiscal years.

The State of Iowa self-insures on behalf of its agencies for losses related to workers' compensation, its motor vehicle fleet, property damage and torts. A contingent fund exists under Section 29C.20 of the Code of Iowa to provide compensation for loss or damage to state property (casualty losses).

**Iowa Agricultural Development Authority**

### **Supplementary Information**

**Iowa Agricultural Development Authority**

## Iowa Agricultural Development Authority

Budgetary Comparison Schedule of Revenues and Expenses -  
Budget to Actual

Year ended June 30, 2008

	Original/ Final Budget	Actual Amounts Budgetary Basis	Variance Between Actual and Final Budget
<b>Revenues:</b>			
Interest income on loans	\$ 80,850	104,953	24,103
Interest income on investments	195,000	202,207	7,207
Beginning farmer loan program (BFLP) fees	200,000	200,223	223
Loan participation program (LPP) fees	2,500	19,372	16,872
Livestock water quality (LWQ) program fees	114,000	90,422	(23,578)
Tax credit program fees	20,000	56,100	36,100
Iowa Agricultural youth institute sponsor donations	11,000	25,500	14,500
Iowa Agricultural youth institute registration fees	3,500	4,200	700
Other income	500	-	(500)
Total revenues	627,350	702,977	75,627
<b>Expenses:</b>			
Employee compensation	300,000	338,228	(38,228)
Travel	16,000	16,377	(377)
Supplies and other	4,800	4,641	159
Postage	3,800	4,412	(612)
Printing	3,500	2,472	1,028
Telephone	2,700	2,844	(144)
Board expenses	14,000	11,754	2,246
Professional services	8,100	10,500	(2,400)
Office and computer equipment	14,500	6,228	8,272
Rent	19,950	19,959	(9)
Administrative services	2,300	3,630	(1,330)
Advertising and promotions	6,500	4,817	1,683
Legal fees	59,000	69,780	(10,780)
Public notices	1,500	1,364	136
Iowa agricultural youth institute	30,000	32,698	(2,698)
Grants to agricultural development and education programs	24,630	20,194	4,436
Depreciation expense	-	8,197	(8,197)
Bad debt expense	-	44,000	(44,000)
Total expenses	\$ 511,280	602,095	(90,815)

The Authority did not budget for depreciation expense and bad debt expense.

See accompanying independent auditor's report.

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Iowa Agricultural Development Authority

Balance Sheet by Program Fund

June 30, 2008

	Admin/BFLP Fund
<b>Assets</b>	
Current assets:	
Cash and investments	\$ 853,381
Loans receivable, net	-
Accounts receivable	7,422
Interest receivable	3,972
Total current assets	<u>864,775</u>
Noncurrent assets:	
Restricted cash and cash equivalents	-
Loans receivable, net	-
Furniture and equipment, net of depreciation	18,097
Total noncurrent assets	<u>18,097</u>
<b>Total assets</b>	<u><u>\$ 882,872</u></u>
<b>Liabilities</b>	
Current liabilities:	
Accounts payable	\$ 10,934
Compensated absences	23,908
Total current liabilities	<u>34,842</u>
Noncurrent liabilities:	
Compensated absences	37,302
<b>Total liabilities</b>	<u>72,144</u>
<b>Net Assets</b>	
Invested in capital assets	18,097
Restricted net assets	-
Unrestricted net assets	792,631
<b>Total net assets</b>	<u>810,728</u>
<b>Total liabilities and net assets</b>	<u><u>\$ 882,872</u></u>

See accompanying independent auditor's report.

Iowa Rural Rehabilitation Fund			
Trust	Loan Participation Program	Total	Grand Total
-	-	-	853,381
-	228,161	228,161	228,161
-	-	-	7,422
12,882	48,348	61,230	65,202
12,882	276,509	289,391	1,154,166
1,605,950	1,240,012	2,845,962	2,845,962
-	2,172,780	2,172,780	2,172,780
-	-	-	18,097
1,605,950	3,412,792	5,018,742	5,036,839
1,618,832	3,689,301	5,308,133	6,191,005
40,229	105	40,334	51,268
-	-	-	23,908
40,229	105	40,334	75,176
-	-	-	37,302
40,229	105	40,334	112,478
-	-	-	18,097
1,578,603	3,689,196	5,267,799	5,267,799
-	-	-	792,631
1,578,603	3,689,196	5,267,799	6,078,527
1,618,832	3,689,301	5,308,133	6,191,005

Iowa Agricultural Development Authority

Schedule of Revenues, Expenses and Changes in Fund Net Assets by Program Fund

Year ended June 30, 2008

	<u>Administration/ BFLP Fund</u>
Operating revenues:	
Interest income on loans	\$ -
Beginning farmer loan program (BFLP) fees	200,223
Loan participation program (LPP) fees	-
Livestock water quality (LWQ) program fees	90,422
Tax credit program fees	56,100
Iowa agricultural youth institute sponsor contributions	-
Iowa agricultural youth institute registration contributions	-
Total operating revenues	<u>346,745</u>
Operating expenses:	
General and administrative	433,320
BFLP direct expenses	70,096
LPP direct expenses	-
Iowa agricultural youth institute	-
Grants to agricultural development and education programs	-
Bad debt expense	-
Total operating expenses	<u>503,416</u>
Operating income (loss)	(156,671)
Nonoperating revenues:	
Interest income on cash and investments	32,103
Change in net assets before transfers	<u>(124,568)</u>
Transfers in	166,933
Transfers out	-
Total transfers	<u>166,933</u>
Change in net assets	42,365
Net assets beginning of year	768,363
Net assets end of year	<u>\$ 810,728</u>

See accompanying independent auditor's report.

Iowa Rural Rehabilitation Fund			
Loan			
Trust	Participation Program	Total	Grand Total
-	104,953	104,953	104,953
-	-	-	200,223
-	19,372	19,372	19,372
-	-	-	90,422
-	-	-	56,100
25,500	-	25,500	25,500
4,200	-	4,200	4,200
29,700	124,325	154,025	500,770
-	-	-	433,320
-	-	-	70,096
-	1,787	1,787	1,787
32,698	-	32,698	32,698
20,194	-	20,194	20,194
-	44,000	44,000	44,000
52,892	45,787	98,679	602,095
(23,192)	78,538	55,346	(101,325)
81,717	88,387	170,104	202,207
58,525	166,925	225,450	100,882
-	-	-	166,933
(166,933)	-	(166,933)	(166,933)
(166,933)	-	(166,933)	-
(108,408)	166,925	58,517	100,882
1,687,011	3,522,271	5,209,282	5,977,645
1,578,603	3,689,196	5,267,799	6,078,527

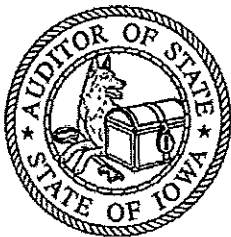
Iowa Agricultural Development Authority  
Schedule of Operating Expenses by Program Fund  
Year ended June 30, 2008

	General and Administrative	Beginning Farmer Loan Program
Employee compensation	\$ 338,228	-
Travel	16,377	-
Supplies and other	4,641	-
Postage	4,412	-
Printing	2,472	-
Telephone	2,755	-
Depreciation	8,197	-
Board expenses	11,754	-
Professional services	10,500	-
Office and computer equipment	6,228	-
Rent	19,959	-
Administrative services	2,980	650
Advertising and promotions	4,817	-
Legal fees	-	68,082
Public notices	-	1,364
Iowa agricultural youth institute	-	-
Grants to agricultural development and education programs	-	-
Total	<u>\$ 433,320</u>	<u>70,096</u>

See accompanying independent auditor's report.

Iowa Rural Rehabilitation Fund			
Loan Participation Program			
Trust		Total	Grand Total
-	-	-	338,228
-	-	-	16,377
-	-	-	4,641
-	-	-	4,412
-	-	-	2,472
-	89	89	2,844
-	-	-	8,197
-	-	-	11,754
-	-	-	10,500
-	-	-	6,228
-	-	-	19,959
-	-	-	3,630
-	-	-	4,817
-	1,698	1,698	69,780
-	-	-	1,364
32,698	-	32,698	32,698
20,194	-	20,194	20,194
52,892	1,787	54,679	558,095

**Iowa Agricultural Development Authority**



OFFICE OF AUDITOR OF STATE  
STATE OF IOWA

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Auditor of State

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Independent Auditor's Report on Internal Control  
over Financial Reporting and on Compliance and Other Matters  
Based on an Audit of Financial Statements Performed in Accordance with  
Government Auditing Standards

To the Board Members of the Iowa  
Agricultural Development Authority:

We have audited the accompanying financial statements of the Iowa Agricultural Development Authority, a component unit of the State of Iowa, as of and for the year ended June 30, 2008, which collectively comprise the Iowa Agricultural Development Authority's basic financial statements listed in the table of contents, and have issued our report thereon dated October 16, 2008. We conducted our audit in accordance with U.S. generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Iowa Agricultural Development Authority's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing our opinion on the effectiveness of the Iowa Agricultural Development Authority's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Iowa Agricultural Development Authority's internal control over financial reporting.

Our consideration of internal control over financial reporting was for the limited purpose described in the preceding paragraph and would not necessarily identify all deficiencies in internal control over financial reporting that might be significant deficiencies or material weaknesses. However, as discussed below, we identified certain deficiencies in internal control over financial reporting that we consider to be significant deficiencies.

A control deficiency exists when the design or operation of the control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the Iowa Agricultural Development Authority's ability to initiate, authorize, record, process, or report financial data reliably in accordance with U.S. generally accepted accounting principles such that there is more than a remote likelihood a misstatement of the Iowa Agricultural Development Authority's financial statements that is more than inconsequential will not be prevented or detected by the Iowa Agricultural Development Authority's internal control. We consider the deficiencies in internal control described in the accompanying Schedule of Findings to be significant deficiencies in internal control over financial reporting.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood a material misstatement of the financial statements will not be prevented or detected by the Iowa Agricultural Development Authority's internal control.

Our consideration of the internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in the internal control that might be significant deficiencies and, accordingly, would not necessarily disclose all significant deficiencies that are also considered to be material weaknesses. However, we do not believe the significant deficiencies described above are material weaknesses.

#### Compliance and Other Matters


As part of obtaining reasonable assurance about whether the Iowa Agricultural Development Authority's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, non-compliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of non-compliance or other matters that are required to be reported under Government Auditing Standards. However, we noted an immaterial instance of non-compliance or other matters that is described in the accompanying Schedule of Findings.

Comments involving other matters about the Authority's operations for the year ended June 30, 2008 are based exclusively on knowledge obtained from procedures performed during our audit of the financial statements of the Authority. Since our audit was based on tests and samples, not all transactions that might have had an impact on the comments were necessarily audited. The comment involving statutory and other legal matters is not intended to constitute legal interpretations of those statutes.


The Iowa Agricultural Development Authority's responses to the findings identified in our audit are described in the accompanying Schedule of Findings. While we have expressed our conclusions on the Authority's responses, we did not audit the Iowa Agricultural Development Authority's responses and, accordingly, we express no opinion on them.

This report, a public record by law, is intended solely for the information and use of the officials, employees and citizens of the State of Iowa and other parties to whom the Iowa Agricultural Development Authority may report. This report is not intended to be and should not be used by anyone other than these specified parties.

We would like to acknowledge the many courtesies and assistance extended to us by personnel of the Iowa Agricultural Development Authority during the course of our audit. Should you have any questions concerning any of the above matters, we shall be pleased to discuss them with you at your convenience.



DAVID A. VAUDT, CPA  
Auditor of State



WARREN G. JENKINS, CPA  
Chief Deputy Auditor of State

October 16, 2008

Iowa Agricultural Development Authority

Schedule of Findings

Year ended June 30, 2008

**Findings Related to Financial Statements:**

**SIGNIFICANT DEFICIENCIES:**

1. Capital Assets – Chapter 7A.30 of the Code of Iowa requires each department of the state to maintain a written, detailed and up-to-date inventory of property under its charge and control. The following were noted:
  - a. The capital asset listing was not kept up-to-date.
  - b. Assets were not tagged with a state property tag.
  - c. The Authority does not have written procedures for capitalizing assets or for properly accounting for additions and deletions.

Recommendation – The Authority should develop written procedures to ensure a detailed, up-to-date capital asset listing is maintained. Procedures should include, but not be limited to, ensuring capital asset additions are included in the capital asset listing when acquired, deletions are promptly reported and removed from the capital asset listing and all assets are properly accounted for, included on the capital asset listing and tagged with a state property tag.

Response – The audit noted the capital assets listing was not kept up to date. A physical observation was completed in the fall of 2007, however, due to staff shortages, this listing was not transferred to the capital asset list. This has now been completed. Because of the small office size, the capital assets on hand are quite obvious.

The Authority has not tagged capital items with state property tags as we had been told several years ago we were not required to do this, since we are a non-appropriation agency. Since the audit, management has investigated this issue as well as the availability of the tags and to date have not been successful in addressing this issue.

A written procedure for capitalizing assets and property accounting for additions and deletions will be part of the accounting manual to be developed.

Conclusion – Response accepted.

**INSTANCES OF NON-COMPLIANCE:**

No matters were noted.

Iowa Agricultural Development Authority

Schedule of Findings

Year ended June 30, 2008

**Other Findings Related to Required Statutory Reporting:**

Iowa Rural Rehabilitation Trust – The United States Department of Agriculture Use Agreement, section IV (A), allows costs of administering the Rural Rehabilitation Trust Fund which are reasonably necessary to be paid out of the trust, up to three percent of the book value of the fund in any fiscal year, to be paid without the prior written approval of the U.S. Government. The Authority transfers funds from the Rural Rehabilitation Trust Fund to the Administrative Fund to defray the costs.

During the year ended June 30, 2008, the Authority transferred more than three percent of the book value of the trust fund to the Administrative Fund and did not obtain prior approval.

Recommendation – The Authority should track administrative expenses related to the Rural Rehabilitation Trust and ensure the amount transferred to the Administrative Fund does not exceed three percent.

Response – The Authority is authorized annually to use 3% of the balance of the Rural Rehab Trust Fund for operating expenses. Typically the Authority uses these funds at the beginning of the fiscal year; however, the 3% limitation is based on the fiscal year ending fund balance. At the time withdrawals were discontinued from the fund in November of 2007, we had utilized 2.9% of the fund. Due to additional FFA & IAYI expenses, the fund balance at year end was less than anticipated. The Authority has reimbursed the Trust Fund for the overspent amount from non-general, non-trust funds. This is the first year the Authority has experienced this occurrence, as typically we underspend the 3%. We will attempt to reconcile the account at year end to ensure this doesn't happen in the future, however, because all of the Youth Institute expenses are incurred near year end, this will continue to be somewhat a moving target.

Conclusion – Response accepted.

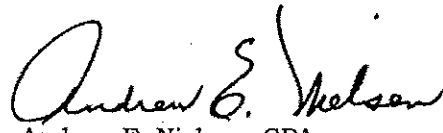
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Iowa Agricultural Development Authority

Staff

This audit was performed by:

Pamela J. Bormann, CPA, Manager  
Donald J. Lewis, CPA, Staff Auditor  
Stephanie A. Sissel, Assistant Auditor

  
Andrew E. Nielsen, CPA  
Deputy Auditor of State

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THE UNIVERSITY OF CHICAGO

PHYSICS DEPARTMENT  
530 SOUTH EAST ASIAN AVENUE  
CHICAGO, ILLINOIS 60607



**OFFICE OF AUDITOR OF STATE**  
**STATE OF IOWA**

David A. Vaudt, CPA  
Auditor of State

State Capitol Building  
Des Moines, Iowa 50319-0004

Telephone (515) 281-5834 Facsimile (515) 242-6134

**NEWS RELEASE**

FOR RELEASE November 25, 2008

Contact: Andy Nielsen  
515/281-5834

Auditor of State David A. Vaudt today released an audit report on the Iowa Agricultural Development Authority for the year ended June 30, 2008.

The Iowa Agricultural Development Authority reported total revenues of \$702,977 for fiscal year 2008, an increase of 10.5% over 2007. Revenues included \$202,207 from interest income on investments and cash equivalents, \$200,223 from beginning farmer loan program fees, \$104,953 from interest income on loans, \$90,422 from water quality program fees and \$56,100 from tax credit program fees. Expenses of the Iowa Agricultural Development Authority for fiscal year 2008 totaled \$602,095, a 29.5% increase over the prior year. The Authority reported an increase in net assets of \$100,882.

A copy of the audit report is available for review in the Iowa Agricultural Development Authority's Office, in the Office of Auditor of State and on the Auditor of State's website at <http://auditor.iowa.gov/reports/reports.htm>.

# # #



**IOWA AGRICULTURAL DEVELOPMENT AUTHORITY**

**INDEPENDENT AUDITOR'S REPORTS  
BASIC FINANCIAL STATEMENTS AND  
SUPPLEMENTARY INFORMATION  
SCHEDULE OF FINDINGS**

**JUNE 30, 2008**

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## **Iowa Agricultural Development Authority**

### **Officials**

<u>Name</u>	<u>Title</u>
	<b>State</b>
Honorable Chester J. Culver	Governor
Honorable Michael L. Fitzgerald	Treasurer of State
Charles J. Krogmeier	Director, Department of Management

### **Board Members**

Fred Lundt	Chair
Jayne J. Unga	Vice Chair
Annette J. Townsley	Treasurer
Cheryl Adam	Member
Frank J. Carroll	Member
Greg Steelsmith	Member
Timothy Galm	Member
Evelyn M. Rank	Member
Kathleen Delate	Member
Chester Culver	Member Ex-Officio
Michael Fitzgerald	Member Ex-Officio

**Iowa Agricultural Development Authority**



**OFFICE OF AUDITOR OF STATE**  
**STATE OF IOWA**

David A. Vaudt, CPA  
Auditor of State

State Capitol Building  
Des Moines, Iowa 50319-0004

Telephone (515) 281-5834 Facsimile (515) 242-6134

Independent Auditor's Report

To the Board Members of the Iowa  
Agricultural Development Authority:

We have audited the accompanying financial statements of the Iowa Agricultural Development Authority, a component unit of the State of Iowa, as of and for the year ended June 30, 2008, which collectively comprise the Authority's basic financial statements listed in the table of contents. These financial statements are the responsibility of the Iowa Agricultural Development Authority's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with U.S. generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audit provides a reasonable basis for our opinion.

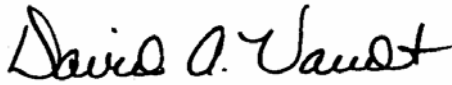
As discussed in Note 1, the financial statements of the Iowa Agricultural Development Authority are intended to present the financial position, and the changes in financial position and cash flows, of only that portion of the component units of the State that is attributable to the transactions of the Iowa Agricultural Development Authority. They do not purport to, and do not, present fairly the financial position of the State of Iowa as of June 30, 2008, and the changes in its financial position and its cash flows, where applicable, for the year then ended in conformity with U.S. generally accepted accounting principles.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Iowa Agricultural Development Authority as of June 30, 2008, and the changes in its financial position and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

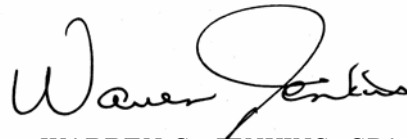
In accordance with Government Auditing Standards, we have also issued our report dated October 16, 2008 on our consideration of the Iowa Agricultural Development Authority's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be considered in assessing the results of our audit.

Management's Discussion and Analysis on pages 7 through 12 is not a required part of the basic financial statements, but is supplementary information required by the Governmental Accounting Standards Board. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. We did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Iowa Agricultural Development Authority's basic financial statements. The supplementary information included in Schedules 1 through 4 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in our audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.



DAVID A. VAUDT, CPA  
Auditor of State



WARREN G. JENKINS, CPA  
Chief Deputy Auditor of State

October 16, 2008

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## MANAGEMENT'S DISCUSSION AND ANALYSIS

---

Management of the Iowa Agricultural Development Authority (Authority) provides this Management's Discussion and Analysis of the Authority's annual financial statements. This narrative overview and analysis of the financial activities of the Authority is for the fiscal year ended June 30, 2008. We encourage readers to consider this information in conjunction with the Authority's financial statements, which follow.

### FINANCIAL HIGHLIGHTS

- Total revenues of the Authority increased 10.5%, or approximately \$67,000, from fiscal year 2007 to fiscal year 2008. Approximately \$43,000 of the increase was due to program fees collected related to the various programs offered by the Authority.
- The dollar volume and number of tax exempt bonds issued under the Beginning Farmer Loan Program (BFLP) saw a slight decrease when compared to fiscal year (FY)07. IADA continues to lead the nation in both number and dollar volume of loans. The BFLP loan fees represent the major portion of revenue for the Authority and we continually promote and market the program. Increasing land prices continue to make it increasingly difficult for beginning farmers to purchase agricultural production assets and the BFLP represents an important tool in helping aspiring beginning farmers reach their goal of farm ownership. The number of applications approved during FY08 was actually higher than FY07. However, due to the wet spring & early summer, closings were delayed on many loans until FY09.

In response to the current agricultural economic climate, several significant enhancements were made to the BFLP program in 2008. This should have a positive effect on the program and provide an opportunity to more of Iowa's aspiring beginning farmers to get their start.

- Interest income on cash and investments decreased slightly, approximately \$8,500, or 4%, during the year. Declining investment rates are beginning to impact the Authority's operating statement and have a potential to have a serious impact on the earnings of the Authority.
- During FY06, the Authority began the Livestock Water Quality (LWQ) Facilities Loan Program. This program was done in conjunction with the Iowa Department of Natural Resources and the Iowa Finance Authority. The program was originally implemented as a direct loan program between the Authority and the livestock producer. During FY07, the program was revised and was done as a linked deposit with a local lender. The Authority retained a 1 percent fee to cover the costs of operating the program. On October 1, 2007 the contract with the DNR was revised and IADA was paid via a reimbursement of costs incurred to operate the program. On June 1, 2008, the contract with DNR was not renewed. Therefore, the operating statement will be negatively impacted in future years.
- In January 2007, the Authority began offering the Beginning Farmer Tax Credit Program. This program provides a state income tax credit to agricultural asset owners who lease their assets to qualified beginning farmers. This program has been hugely successful with over 450 applications received to date. This program had a positive effect on revenues as we were able to implement and operate the program with existing staff.
- Expenses of the Authority increased 29.5%, or approximately \$137,000, in fiscal year 2008 from fiscal year 2007. Approximately \$83,000 of the increase is related to employee compensation within the General and Administrative Fund. There was one

additional employee during most of fiscal year 2008. Also, for fiscal year 2008, the State of Iowa determined a liability should be recorded for Authority employees for the State's Sick Leave Insurance Program (SLIP). Approximately \$35,000 was recorded for the first time in fiscal year 2008. In addition, the allowance for loan losses was increased \$44,000 due to the increase in loans receivable in fiscal year 2008.

## **USING THIS ANNUAL REPORT**

This discussion and analysis is intended to serve as an introduction to the Iowa Agricultural Development Authority's basic financial statements. The Authority's basic financial statements consist of two basic areas. Income, expenses, assets and liabilities are allocated to the Administrative/BFLP Fund and the Rural Rehabilitation Trust Fund (RRTF). The RRTF is further divided between the Loan Participation Program (LPP) and the Trust Fund accounts. The LWQ and tax credit programs are contained within the Administrative/BFLP Fund.

The RRTF is managed by the Authority through a Use Agreement executed with the U.S. Department of Agriculture. The Use Agreement allows the Authority to use the fund for assistance to low income farmers, agricultural educational programs and administrative expenses. The fund is currently used for the Loan Participation Program, the Iowa Agricultural Youth Institute and contributions to ag education groups. Also, the Use Agreement allows the Authority to annually use 3 percent of the fund for administrative expenses.

The Administrative/BFLP fund consists of revenues generated from the Beginning Farmer Loan Program, LWQ program and the tax credit program and general administrative expenses required to operate the office. Only program specific costs, such as legal fees and IAYI expenses, are allocated to the RRTF accounts.

The Authority does not receive general fund monies from the State of Iowa. The Authority is a self-funded agency, which charges modest loan origination and closing fees. The fees and investment income pay the Authority's operating expenses.

The annual report consists of a series of financial statements and other information, as follows:

Management's Discussion and Analysis introduces the basic financial statements and provides an analytical overview of the Authority's financial activities.

The Basic Financial Statements consist of a Statement of Net Assets, a Statement of Revenues, Expenses and Changes in Fund Net Assets and a Statement of Cash Flows. These provide information about the activities of the Authority as a whole and present an overall view of the Authority's finances.

Notes to Financial Statements provide additional information essential to a full understanding of the data provided in the basic financial statements.

Other Supplementary Information provides detailed information about the individual funds. The Budgetary Comparison Schedule of Revenues and Expenses – Budget to Actual further explains and supports the financial statements with a comparison of the Authority's budget for the year.

## **COMPARISON WITH PRIOR YEAR AND SIGNIFICANT FINANCIAL FACTORS**

### *The Statement of Net Assets*

The Statement of Net Assets presents the assets, liabilities and net assets of the Authority as a whole at the end of the fiscal year. The Statement of Net Assets is a point-in-time financial statement. The purpose of this statement is to present a fiscal snapshot of the Authority to the readers of the financial statements. The Statement of Net Assets includes year-end information concerning current and noncurrent assets, current and noncurrent liabilities and net assets

(assets less liabilities). Over time, readers of the financial statements will be able to determine the Authority's financial position by analyzing the increases and decreases in net assets. This statement is also a good source for readers to determine how much the Authority owes to outside vendors and creditors. The statement also presents the available assets that can be used to satisfy those liabilities.

### Net Assets

	June 30,	
	2008	2007
Current and other assets	\$ 6,172,908	6,040,804
Capital assets, net of accumulated depreciation	18,097	19,496
Total assets	6,191,005	6,060,300
Current liabilities	75,176	82,655
Noncurrent liabilities	37,302	-
Total liabilities	112,478	82,655
Net assets:		
Invested in capital assets, net of related debt	18,097	19,496
Restricted	5,267,799	5,209,282
Unrestricted	792,631	748,867
Total net assets	\$ 6,078,527	5,977,645

Total assets as of year-end were \$6,078,527, an increase of \$100,882 over the previous year end. This increase is due primarily to the increase on outstanding loan volume and the higher rate of return we receive on interest income on loans. Over 90 percent of the Authority's assets are investable or liquid assets and are subject to interest rate variability.

The RRTF represents 86 percent of the Authority's assets. Approximately fifty percent of these assets are liquid and available for additional program development. The remainder of the assets are loans to Iowa farmers and represent a significant investment in helping Iowa's low-income farmers. The net equity of the RRTF increased \$58,517 in FY08.

The Authority is very liquid, which can provide an operating cushion in adverse times. Likewise, this liquid position can potentially have an adverse or positive impact on earnings in times of interest rate volatility. The Authority continues to explore investment options to enhance the return on investable funds and will begin extending maturities on investments to maximize returns as the yield curve indicates. This will be done while maintaining a safe, secure investment and complying with state investment guidelines.

Liabilities are limited to various accounts payable and compensated absences. The compensated absences represent a risk to the Authority given the age and length of service of two employees. The significant increase in liabilities was due to the recording of the Authority's estimated liability under the SLIP program.

### *Statement of Revenues, Expenses and Changes in Fund Net Assets*

Changes in net assets presented in the Statement of Net Assets are based on the activity presented in the Statement of Revenues, Expenses and Changes in Fund Net Assets. The purpose of the statement is to present the revenues earned by the Authority, both operating and non-operating and the expenses incurred by the Authority.

### Changes in Net Assets

	Year ended June 30,	
	2008	2007
Operating revenues:		
Interest on loans	\$ 104,953	82,249
Program fees	366,117	322,641
Iowa agricultural youth institute contributions	29,700	14,400
Loan loss provision recovery	-	6,000
Total operating revenues	500,770	425,290
Operating expenses:		
General and administrative	433,320	344,686
BFLP direct expenses	70,096	63,016
LPP direct expenses	1,787	414
Iowa agricultural youth institute	32,698	35,355
Grants to agricultural development and education programs	20,194	21,382
Bad debt expense	44,000	-
Total operating expenses	602,095	464,853
Operating loss	(101,325)	(39,563)
Non-operating revenues:		
Interest on investments	202,207	210,715
Increase in net assets	100,882	171,152
Net assets beginning of year	5,977,645	5,806,493
Net assets end of year	\$ 6,078,527	5,977,645

The loan application and closing fees collected as part of the BFLP typically represent the largest source of revenue for the Authority. While BFLP volume was down slightly for the year, the new tax credit program and DNR program allowed the Authority to increase revenue over FY07, from \$322,641 to \$366,117.

Interest income from loans increased approximately \$23,000 compared to the previous year. Year end loans outstanding increased approximately \$1.1 million over the previous year end. Most of the loan growth can be attributed to program enhancements which were implemented in the fall of 2007. This made the programs underwriting guidelines much more flexible and user friendly. Also, we now offer a 5% fixed interest rate on the loans which reduces interest rate risk to the Authority.

The most significant factor affecting the Authority's income is interest income on cash and investments. The volatility of investment interest rates can dramatically affect the Authority's operating statement. The Authority had several certificate of deposit investments mature during the year and we continued to reinvest short term to take advantage when interest rates begin to rise. Also, the yield curve is flat, so there is no incentive to invest long term. The Authority is authorized to use alternative investment options and we continue to explore these as investment opportunities to enhance income.

The Authority experienced an increase in expenses in FY08. Expenses overall were up when compared with the previous year. Most of this was due to an increase in salaries, which follow the state pay plan. The Authority has a very experienced staff and 3 of the 4 staff members are at the top of their state pay classifications. In addition, an additional staff person was hired at the beginning of the fiscal year. There was also a \$44,000 increase to the loan loss reserve account due to the increased outstanding loan volume. No bonuses were awarded during FY08. The Authority is continually exploring ways to reduce expenses.

The Authority is a significant sponsor of the Iowa FFA Foundation. Support of agricultural education programs is an authorized use of the RRTF and the sponsorship is paid from that fund. The Authority's Board of Directors strongly believes support of the FFA and its programs help ensure the future of agriculture in Iowa and cultivate a base of potential beginning farmers for the Authority's programs.

#### *Statement of Cash Flows*

The Statement of Cash Flows is an important tool in helping users assess the Authority's ability to generate future net cash flows, its ability to meet its obligations as they come due, and its need for external financing. The Statement of Cash Flows presents information related to cash inflows and outflows, summarized by operating, capital and related financing and investing activities.

#### **Cash Flows**

	Year ended June 30,	
	2008	2007
Cash provided (used) by:		
Operating activities	\$ (1,118,397)	287,744
Capital and related financing activities	(6,798)	(11,226)
Investing activities	177,480	-
Net increase (decrease) in cash	(947,715)	276,518
Cash beginning of the year	3,987,979	3,711,461
Cash and cash equivalents end of the year	3,040,264	3,987,979
Investments	659,079	-
Cash and investments end of year	\$ 3,699,343	3,987,979

Cash used by operating activities includes investment, repayment and interest on loans, fees and contributions and grants made, net of payments to employees and to suppliers. Cash used by capital and related financing activities represents the purchase of capital assets. Cash provided by investing activities includes investment income received. For the year ended June 30, 2008, the Authority paid out \$1,405,737 in new loans.

#### **ACTUAL VERSUS BUDGET**

Revenues were above budget projections for the year by \$75,627 due to an increase in interest income on loans and a larger than anticipated usage of the tax credit program. In addition, sponsor donations to the Youth Institute exceeded budget due to a grant from the Farm Credit Foundation.

As indicated earlier, BFLP fee income represents a significant portion of total revenue. Despite increasing land prices, BFLP volume remained consistent with budget projections. The Authority actively markets the BFLP program and promotes the use of companion programs which assist beginning farmers with down payment and interest rate reductions. Marketing efforts will be continued in FY09 to attempt to maintain BFLP volume. In addition, several enhancements at both the state and federal level were made to the BFLP program in the summer of 2008 which should increase the use of the program in future years.

Overall expenses were in line with budget projections. In a few categories, the budget was exceeded marginally. However, since the Authority is a non-general fund agency, this does not represent a significant problem. A significant difference was experienced in employee compensation due to the hiring of an additional staff person that was not anticipated during the budgeting process and recording the SLIP liability. However, the DNR contract income and the additional revenue from the tax credit program more than offset this increase.

## **ECONOMIC FACTORS AND NEXT YEAR'S BUDGET**

We continue to see increases in farm real estate values. The increase in prices continues to challenge the ability of beginning farmers to purchase agricultural assets and, in turn, the Authority to grow BFLP volume.

We continue to see an increase in bankers using the Farm Service Agency (FSA) 50/50 program or the 50/45/5 program with our BFLP program. This program assists beginning farmers with down payments and also reduces the risk to the participating bank. Use of this program helps beginning farmers who otherwise might not qualify for credit and thus should further enhance our beginning farmer loan numbers. The Authority has a memorandum of understanding (MOU) with FSA whereby we cross-promote each other's programs. This has proven to be a very successful marketing arrangement for both parties.

In addition, during 2008, the maximum BFLP bond was increased from \$250,000 to \$450,000 at the federal level. Given the escalating real estate values, this should have a positive impact on the Authority's income. Also, during 2008, the maximum net worth of a qualified beginning farmer was increased from \$300,000 to \$500,000. This should also increase the eligible pool of applicants for the program.

Funding for the FSA program continues to be an issue and frequently delays the closing of our BFLP loans. To address this, in late FY2007 we increased the net worth ceiling and loan amount on our Loan Participation Program (LPP). This had a positive effect on loan volume and thus interest income on loans. Additional loan growth is anticipated for the LPP program in 2009. Increased use of the LPP program not only helps Iowa's beginning farmers get their start in farming, but also increases the yield on investable cash assets.

The Authority remains susceptible to investment rate risk due to our level of liquid assets. Our investments in CD's have intentionally been kept short term the past few years based on the shape of the yield curve. The Authority is now well positioned to take advantage of rising interest rates in the future as the yield curve returns to a more normal shape.

It is anticipated FY09 BFLP and LPP loan volumes will compare favorably with FY08. The BFLP program continues to be the most successful program of its kind in the nation and is continually modeled by startup programs. In addition, current ag real estate market prices prevent many beginning farmers from purchasing real estate, but this will enhance the rental tax credit program as more beginning farmers will lease rather than purchase land.

In summary, the Authority is well positioned to provide assistance to Iowa's beginning farmers. Our programs assist beginning farmers deal with escalating real estate prices and rental rates.

## **CONTACTING THE AUTHORITY'S FINANCIAL MANAGEMENT**

This financial report is designed to provide our customers and citizens of the state of Iowa with a general overview of the Iowa Agricultural Development Authority's finances and to show the Authority's accountability for monies under its discretion. If you have questions about the report or need additional financial information, contact the Iowa Agricultural Development Authority, 505 Fifth Avenue, Suite 327, Des Moines, IA 50309.

## **Basic Financial Statements**

**Iowa Agricultural Development Authority**

Iowa Agricultural Development Authority

Statement of Net Assets

June 30, 2008

<b>Assets</b>	
Current assets:	
Cash and investments	\$ 853,381
Loans receivable, net	228,161
Accounts receivable	7,422
Interest receivable	65,202
Total current assets	<u>1,154,166</u>
Noncurrent assets:	
Restricted cash	2,845,962
Loans receivable, net	2,172,780
Capital assets, net of accumulated depreciation	18,097
Total noncurrent assets	<u>5,036,839</u>
<b>Total assets</b>	<u><u>\$ 6,191,005</u></u>
<b>Liabilities</b>	
Current liabilities:	
Accounts payable	\$ 51,268
Compensated absences	23,908
Total current liabilities	<u>75,176</u>
Noncurrent liabilities:	
Compensated absences	<u>37,302</u>
<b>Total liabilities</b>	<u>112,478</u>
<b>Net Assets</b>	
Invested in capital assets	18,097
Restricted net assets	5,267,799
Unrestricted net assets	792,631
<b>Total net assets</b>	<u><u>\$ 6,078,527</u></u>

See notes to financial statements.

**Exhibit B**

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## Iowa Agricultural Development Authority

## Statement of Revenues, Expenses and Changes in Fund Net Assets

Year ended June 30, 2008

Operating revenues:	
Interest income on loans	\$ 104,953
Beginning farmer loan program (BFLP) fees	200,223
Loan participation program (LPP) fees	19,372
Livestock water quality (LWQ) program fees	90,422
Tax credit program fees	56,100
Iowa agricultural youth institute sponsor contributions	25,500
Iowa agricultural youth institute registration contributions	4,200
Total operating revenues	<u>500,770</u>
Operating expenses:	
General and administrative	433,320
BFLP direct expenses	70,096
LPP direct expenses	1,787
Iowa agricultural youth institute	32,698
Grants to agricultural development and education programs	20,194
Bad debt expense	44,000
Total operating expenses	<u>602,095</u>
Operating loss	(101,325)
Non-operating revenues:	
Interest income on cash and investments	<u>202,207</u>
Change in net assets	100,882
Net assets beginning of year	<u>5,977,645</u>
Net assets end of year	<u><u>\$ 6,078,527</u></u>

See notes to financial statements.

## Iowa Agricultural Development Authority

## Statement of Cash Flows

Year ended June 30, 2008

Cash flows from operating activities:		
Investment in loans	\$ (1,405,737)	
Repayments on loans	311,941	
Interest income on loans	94,828	
Fees and contributions	400,646	
Grants to agricultural development and educational programs	(20,194)	
Cash paid to suppliers	(196,007)	
Cash paid to employees	(303,874)	
Net cash used for operating activities		\$ (1,118,397)
Cash flows from capital and related financing activities:		
Acquisition of furniture and equipment		(6,798)
Cash flows from investing activities:		
Interest on investments and cash equivalents		<u>177,480</u>
Net decrease in cash and cash equivalents		(947,715)
Cash and cash equivalents beginning of year		<u>3,987,979</u>
Cash and cash equivalents end of year		3,040,264
Investments		<u>659,079</u>
Cash and investments end of year		<u>\$ 3,699,343</u>
<b>Reconciliation of operating loss to net cash</b>		
<b>used for operating activities:</b>		
Operating loss		\$ (101,325)
Adjustments to reconcile operating loss to net cash		
used for operating activities:		
Depreciation	\$ 8,197	
Provision for doubtful accounts	44,000	
Changes in assets and liabilities:		
Increase in investment in loans, net	(1,093,796)	
Increase in accrued interest receivable	(10,125)	
Decrease in accounts receivable	4,829	
Decrease in accounts payable	(4,531)	
Increase in compensated absences	34,354	
Total adjustments		<u>(1,017,072)</u>
Net cash used for operating activities		<u>\$ (1,118,397)</u>

See notes to financial statements.

Iowa Agricultural Development Authority

Notes to Financial Statements

June 30, 2008

**(1) Summary of Significant Accounting Policies**

The Iowa Agricultural Development Authority (the Authority), a component unit of the State of Iowa, was created in 1980 under Chapter 175 of the Code of Iowa as a public instrumentality and agency of the State of Iowa to undertake programs which assist beginning farmers in purchasing agricultural land and improvements and depreciable agricultural property for the purpose of farming. Chapter 175 has been amended to include a Loan Participation Program and to expand the Beginning Farmer Loan Program to include an Individual Agricultural Development Bond Program. Chapter 175 also includes an operating Loan Guarantee Program and an Agricultural Loan Assistance Program, which are currently inactive.

The Authority, under the Individual Agricultural Development Bond Program, issues federally approved tax-exempt development bonds, the proceeds of which are to provide authorized agricultural and soil conservation financing. The bonds are payable solely from repayments of the loans, which have been assigned, without recourse, to the participating lending institutions. Participating lending institutions receive a federal tax exemption for the interest earned on the loans. These obligations do not constitute a debt of the State nor of the Authority, and neither is liable for any repayments. Therefore, the loans and bonds are not recorded in the Authority's financial statements.

Under Chapter 175 of the Code of Iowa, the Authority applied to the Secretary of Agriculture of the United States and received the trust assets previously held by the United States for the dissolved Iowa Rural Rehabilitation Corporation (IRRC). The assets are subject to the provisions of an agreement which specify certain limitations on the use of such assets and the types of securities in which the assets may be invested.

In fiscal year 1997, the Authority started the IADA Loan Participation Program. The Authority transferred \$2,000,000 of funds from the IRRC into the program. The program is designed to assist lenders and qualified farmers by participating on a last-in, last-out basis in a loan for the purchase of agricultural property. The Authority will participate in qualifying loans to low income farmers up to the lesser of \$100,000 or 30 percent of the purchase price.

Beginning in 2006, the Authority started the Livestock Water Quality Facilities Loan Program under the terms of a joint agreement with the Iowa Department of Natural Resources, the Iowa Finance Authority and the Iowa Agricultural Development Authority. As of October 1, 2006, the Authority is reimbursed for its expenses to manage the applications for this program.

In fiscal year 2007, the Authority started to administer the Beginning Farmer Tax Credit Program for the State of Iowa. To operate this program, the Authority receives application fees for each tax credit certificate issued.

The Authority conducts the Iowa Agricultural Youth Institute annually.

The financial statements of the Authority have been prepared in conformity with U.S. generally accepted accounting principles as prescribed by the Governmental Accounting Standards Board. The more significant of the Authority's accounting policies are described below.

A. Reporting Entity

For financial reporting purposes, the Authority has included all funds, organizations, boards, commissions and authorities. The Authority has also considered all potential component units for which it is financially accountable and other organizations for which the nature and significance of their relationship with the Authority are such that exclusion would cause the Authority's financial statements to be misleading or incomplete. The Governmental Accounting Standards Board has set forth criteria to be considered in determining financial accountability. These criteria include appointing a voting majority of an organization's governing body and (1) the ability of the Authority to impose its will on that organization or (2) the potential for the organization to provide specific benefits to or impose specific financial burdens on the Authority. The Authority has no component units which meet the Governmental Accounting Standards Board criteria.

B. Basis of Presentation

The accounts of the Authority are organized as an Enterprise Fund. Enterprise Funds are used to account for operations (a) financed and operated in a manner similar to private business enterprises, where the intent of the governing body is the costs (expenses, including depreciation) of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges or (b) where the governing body has decided periodic determination of revenues earned, expenses incurred, and/or net income is appropriate for capital maintenance, public policy, management control, accountability or other purposes.

C. Measurement Focus and Basis of Accounting

The financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

The Authority applies all applicable GASB pronouncements, as well as the following pronouncements issued on or before November 30, 1989, unless these pronouncements conflict with or contradict GASB pronouncements: Financial Accounting Standards Board Statements and Interpretations, Accounting Principles Board Opinions and Accounting Research Bulletins of the Committee on Accounting Procedure.

The Authority distinguishes operating revenues and expenses from non-operating items. Operating revenues and expenses generally result from providing services and producing and delivering goods in connection with the Authority's principal ongoing operations. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

D. Assets, Liabilities and Net Assets

Cash, Investments and Cash Equivalents – The Authority considers all short-term investments that are highly liquid to be cash equivalents. Cash equivalents are readily convertible to known amounts of cash and, at the day of purchase, have a maturity date no longer than three months. Cash investments not meeting the definition of cash equivalents at June 30, 2008 include certificates of deposit of \$659,079.

Loans Receivable – Interest on loans is accrued and credited to operations based primarily on the principal amount outstanding. Accrual of interest income on any loan is discontinued when, in the opinion of management, there is reasonable doubt as to the ability to timely collect interest or principal.

Capital Assets – Furniture and equipment are recorded at cost, and depreciation is provided using the straight-line method over the estimated useful lives of the assets, which range from five to ten years.

Compensated Absences – Employees accumulate a limited amount of earned but unused vacation and sick leave hours for subsequent use or for payment upon termination, death, or retirement. The cost of earned vacation and sick pay are recorded as liabilities. These liabilities for compensated absences are based on current rates of pay.

Allowance for Loan Losses – The allowance for loan losses is established through a provision for loan losses charged to operations. Loans are charged against the allowance for loan losses when management believes collection of the principal is unlikely.

The allowance for loan losses is maintained at a level believed adequate by management to absorb potential losses in the loan portfolio. Management's determination of adequacy of the allowance is based on an evaluation of the portfolio, past loan experience, current economic conditions and other relevant factors.

Beginning Farmer Loan Fees – Beginning farmer loan fees include application and closing fees received in conjunction with the Individual Agricultural Development Bond Program.

Loan Participation Program Fees – Loan participation program fees include application and closing fees received in conjunction with the Loan Participation Program.

Water Quality Program Fees – Water quality program fees are the amounts reimbursed to the Authority by the Iowa Department of Natural Resources for managing the applications in the Livestock Water Quality Facilities Loan Program.

Tax Credit Program Fees – Tax credit program fees include application fees received in conjunction with managing the Iowa Beginning Farmer Tax Credit Act.

Grants to Agricultural Development and Education Programs – Contributions in the form of grants are made for various agricultural development and educational programs. Grants are recorded as expended by the Authority and unexpended amounts revert to the Authority at the expiration of the grant period.

Budgets and Budgetary Accounting – Authority staff prepare an annual budget for general operations. The budget is approved and monitored by the Authority's Board.

## (2) Cash, Cash Equivalents and Investments

The Authority's deposits in banks and with the Treasurer of State throughout the period and at June 30, 2008 were entirely covered by federal depository insurance or by the State Sinking Fund in accordance with Chapter 12C of the Code of Iowa. This chapter provides for additional assessments against the depositories to insure there will be no loss of public funds.

The Authority is authorized by statute to invest public funds in obligations of the United States government, its agencies and instrumentalities; certificates of deposit or other evidences of deposit at federally insured depository institutions approved by the Authority's Board; prime eligible bankers acceptances; certain high rated commercial paper; perfected repurchase agreements; certain registered open-end management investment companies; certain joint investment trusts; and warrants or improvement certificates of a drainage district.

The Authority had no investments meeting the disclosure requirements of Governmental Accounting Standards Board Statement No. 3, as amended by Statement No. 40.

## (3) Capital Assets

Capital assets activity for the year ended June 30, 2008 is as follows:

	Balance Beginning of Year	Additions	Deletions	Balance End of Year
<b>Capital assets</b>				
Furniture and equipment	\$ 81,035	6,798	(23,380)	64,453
Less accumulated depreciation	(61,539)	(8,197)	23,380	(46,356)
Total capital assets, net	<u>\$ 19,496</u>	<u>(1,399)</u>	<u>-</u>	<u>18,097</u>

## (4) Lease Agreements

The Authority has entered into non-cancelable, operating leases for office space and certain office equipment. The following is a schedule of the future minimum lease payments under the agreements in effect at June 30, 2008.

Year Ending June 30,	Office Space	Office Equipment
2009	\$ 19,953	987
2010	19,953	987
2011	9,976	411
Total minimum lease payments	<u>\$ 49,882</u>	<u>2,385</u>

Rent for office space and office equipment expense for the year ended June 30, 2008 totaled \$19,959 and \$987, respectively.

**(5) Loans Receivable**

The following is a summary of loans receivable at June 30, 2008.

Loans receivable	\$ 2,500,941
Less allowance for loan losses	<u>(100,000)</u>
Net loans receivable	2,400,941
Less current portion	<u>228,161</u>
Noncurrent loans receivable	<u><u>\$ 2,172,780</u></u>

**(6) Pension and Retirement Benefits**

The Authority contributes to the Iowa Public Employees Retirement System (IPERS), which is a cost-sharing multiple-employer defined benefit pension plan administered by the State of Iowa. IPERS provides retirement and death benefits which are established by state statute to plan members and beneficiaries. IPERS issues a publicly available financial report that includes financial statements and required supplementary information. The report may be obtained by writing to IPERS, P.O. Box 9117, Des Moines, Iowa, 50306-9117.

Plan members are required to contribute 3.90% of their annual covered salary and the Authority is required to contribute 6.05% of annual covered payroll. Contribution requirements are established by state statute. The Authority's contributions to IPERS for the years ended June 30, 2008, 2007 and 2006 were \$13,895, \$10,858 and \$10,333, respectively, equal to the required contributions for each year.

**(7) Other Retirement Benefits**

A voluntary termination benefit program has been established by the State of Iowa. The program is an opportunity for employees who are eligible upon a bona fide retirement to use the value of their unused sick leave to pay the employer share of the monthly premium of the State's group health insurance plan after their retirement.

Upon retirement, employees shall first receive cash payment for accumulated, unused sick leave converted at the employee's current regular hourly rate of pay, up to \$2,000, payable with the final payroll warrant that includes the employee's retirement date. The value of the remaining balance of the accrued sick leave will be converted based upon the original balance (before the cash payment). The remainder of the sick leave value is calculated based on the number of sick hours the employee had before the cash payment.

The final calculated dollar value will be credited to the employee's Sick Leave Insurance Program (SLIP). Each month, the retiree's former employing department will pay 100% of the employer share of the selected state group health insurance premium from the retiree's SLIP account. The retiree is responsible for any additional premiums associated with the employee/retiree share.

All program benefits are financed on a pay-as-you-go basis by the department from which the employee retired. Amounts calculated for this program are included in the compensated absences liability.

**(8) United States Department of Agriculture Use Agreement**

Effective June 30, 1980, all of the trust assets held by the United States in trust for the dissolved Iowa Rural Rehabilitation Corporation were transferred to the Authority, subject to the provisions of an agreement specifying the use of such assets for loans (as defined in the agreement), grants, establishment of reserves and other rural rehabilitation purposes as agreed between the Authority and the Federal government. The agreement provides, among other things, the annual cost of administration of the program shall not exceed 3 percent of the book value thereof during any fiscal year without the prior written approval of the U.S. government. During the year ended June 30, 2008, the Authority transferred \$166,933 to its administration fund for costs of administration. The calculated percentage was 3.17% for the year ended June 30, 2008. The Authority subsequently reimbursed the Trust Fund for the overspent amount from non-general, non-trust funds. At June 30, 2008, net assets related to the Iowa Rural Rehabilitation Corporation Program were \$5,267,799.

**(9) Commitments**

The Authority issues a loan commitment letter when the Board approves a loan participation program application. These letters are firm commitments for a ninety-day period. As of June 30, 2008, outstanding loan commitments totaled \$412,000.

**(10) Risk Management**

State employee benefits for health, dental, long-term disability and life insurance coverage are insured through commercial insurers. There were no significant reductions in insurance coverage for the prior year and settlements have not exceeded coverage for the past three fiscal years.

The State of Iowa self-insures on behalf of its agencies for losses related to workers' compensation, its motor vehicle fleet, property damage and torts. A contingent fund exists under Section 29C.20 of the Code of Iowa to provide compensation for loss or damage to state property (casualty losses).

**Iowa Agricultural Development Authority**

### **Supplementary Information**

**Iowa Agricultural Development Authority**

## Iowa Agricultural Development Authority

Budgetary Comparison Schedule of Revenues and Expenses -  
Budget to Actual

Year ended June 30, 2008

	Original/ Final Budget	Actual Amounts Budgetary Basis	Variance Between Actual and Final Budget
Revenues:			
Interest income on loans	\$ 80,850	104,953	24,103
Interest income on investments	195,000	202,207	7,207
Beginning farmer loan program (BFLP) fees	200,000	200,223	223
Loan participation program (LPP) fees	2,500	19,372	16,872
Livestock water quality (LWQ) program fees	114,000	90,422	(23,578)
Tax credit program fees	20,000	56,100	36,100
Iowa Agricultural youth institute sponsor donations	11,000	25,500	14,500
Iowa Agricultural youth institute registration fees	3,500	4,200	700
Other income	500	-	(500)
Total revenues	627,350	702,977	75,627
Expenses:			
Employee compensation	300,000	338,228	(38,228)
Travel	16,000	16,377	(377)
Supplies and other	4,800	4,641	159
Postage	3,800	4,412	(612)
Printing	3,500	2,472	1,028
Telephone	2,700	2,844	(144)
Board expenses	14,000	11,754	2,246
Professional services	8,100	10,500	(2,400)
Office and computer equipment	14,500	6,228	8,272
Rent	19,950	19,959	(9)
Administrative services	2,300	3,630	(1,330)
Advertising and promotions	6,500	4,817	1,683
Legal fees	59,000	69,780	(10,780)
Public notices	1,500	1,364	136
Iowa agricultural youth institute	30,000	32,698	(2,698)
Grants to agricultural development and education programs	24,630	20,194	4,436
Depreciation expense	-	8,197	(8,197)
Bad debt expense	-	44,000	(44,000)
Total expenses	\$ 511,280	602,095	(90,815)

The Authority did not budget for depreciation expense and bad debt expense.

See accompanying independent auditor's report.

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Iowa Agricultural Development Authority

Balance Sheet by Program Fund

June 30, 2008

	Admin/BFLP Fund
<b>Assets</b>	
Current assets:	
Cash and investments	\$ 853,381
Loans receivable, net	-
Accounts receivable	7,422
Interest receivable	3,972
Total current assets	<u>864,775</u>
Noncurrent assets:	
Restricted cash and cash equivalents	-
Loans receivable, net	-
Furniture and equipment, net of depreciation	18,097
Total noncurrent assets	<u>18,097</u>
<b>Total assets</b>	<u><u>\$ 882,872</u></u>
<b>Liabilities</b>	
Current liabilities:	
Accounts payable	\$ 10,934
Compensated absences	23,908
Total current liabilities	<u>34,842</u>
Noncurrent liabilities:	
Compensated absences	37,302
<b>Total liabilities</b>	<u>72,144</u>
<b>Net Assets</b>	
Invested in capital assets	18,097
Restricted net assets	-
Unrestricted net assets	792,631
<b>Total net assets</b>	<u>810,728</u>
<b>Total liabilities and net assets</b>	<u><u>\$ 882,872</u></u>

See accompanying independent auditor's report.

Iowa Rural Rehabilitation Fund			
Loan			
Trust	Participation Program	Total	Grand Total
-	-	-	853,381
-	228,161	228,161	228,161
-	-	-	7,422
12,882	48,348	61,230	65,202
12,882	276,509	289,391	1,154,166
1,605,950	1,240,012	2,845,962	2,845,962
-	2,172,780	2,172,780	2,172,780
-	-	-	18,097
1,605,950	3,412,792	5,018,742	5,036,839
1,618,832	3,689,301	5,308,133	6,191,005
40,229	105	40,334	51,268
-	-	-	23,908
40,229	105	40,334	75,176
-	-	-	37,302
40,229	105	40,334	112,478
-	-	-	18,097
1,578,603	3,689,196	5,267,799	5,267,799
-	-	-	792,631
1,578,603	3,689,196	5,267,799	6,078,527
1,618,832	3,689,301	5,308,133	6,191,005

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Iowa Agricultural Development Authority

Schedule of Revenues, Expenses and Changes in Fund Net Assets by Program Fund

Year ended June 30, 2008

	Administration/ BFLP Fund
Operating revenues:	
Interest income on loans	\$ -
Beginning farmer loan program (BFLP) fees	200,223
Loan participation program (LPP) fees	-
Livestock water quality (LWQ) program fees	90,422
Tax credit program fees	56,100
Iowa agricultural youth institute sponsor contributions	-
Iowa agricultural youth institute registration contributions	-
Total operating revenues	<u>346,745</u>
Operating expenses:	
General and administrative	433,320
BFLP direct expenses	70,096
LPP direct expenses	-
Iowa agricultural youth institute	-
Grants to agricultural development and education programs	-
Bad debt expense	-
Total operating expenses	<u>503,416</u>
Operating income (loss)	(156,671)
Nonoperating revenues:	
Interest income on cash and investments	<u>32,103</u>
Change in net assets before transfers	<u>(124,568)</u>
Transfers in	166,933
Transfers out	-
Total transfers	<u>166,933</u>
Change in net assets	42,365
Net assets beginning of year	<u>768,363</u>
Net assets end of year	<u>\$ 810,728</u>

See accompanying independent auditor's report.

Iowa Rural Rehabilitation Fund			
Loan			
Trust	Participation Program	Total	Grand Total
-	104,953	104,953	104,953
-	-	-	200,223
-	19,372	19,372	19,372
-	-	-	90,422
-	-	-	56,100
25,500	-	25,500	25,500
4,200	-	4,200	4,200
29,700	124,325	154,025	500,770
-	-	-	433,320
-	-	-	70,096
-	1,787	1,787	1,787
32,698	-	32,698	32,698
20,194	-	20,194	20,194
-	44,000	44,000	44,000
52,892	45,787	98,679	602,095
(23,192)	78,538	55,346	(101,325)
81,717	88,387	170,104	202,207
58,525	166,925	225,450	100,882
-	-	-	166,933
(166,933)	-	(166,933)	(166,933)
(166,933)	-	(166,933)	-
(108,408)	166,925	58,517	100,882
1,687,011	3,522,271	5,209,282	5,977,645
1,578,603	3,689,196	5,267,799	6,078,527

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Iowa Agricultural Development Authority  
Schedule of Operating Expenses by Program Fund  
Year ended June 30, 2008

	General and Administrative	Beginning Farmer Loan Program
Employee compensation	\$ 338,228	-
Travel	16,377	-
Supplies and other	4,641	-
Postage	4,412	-
Printing	2,472	-
Telephone	2,755	-
Depreciation	8,197	-
Board expenses	11,754	-
Professional services	10,500	-
Office and computer equipment	6,228	-
Rent	19,959	-
Administrative services	2,980	650
Advertising and promotions	4,817	-
Legal fees	-	68,082
Public notices	-	1,364
Iowa agricultural youth institute	-	-
Grants to agricultural development and education programs	-	-
Total	<u>\$ 433,320</u>	<u>70,096</u>

See accompanying independent auditor's report.

Iowa Rural Rehabilitation Fund			
Loan			
Trust	Participation Program	Total	Grand Total
-	-	-	338,228
-	-	-	16,377
-	-	-	4,641
-	-	-	4,412
-	-	-	2,472
-	89	89	2,844
-	-	-	8,197
-	-	-	11,754
-	-	-	10,500
-	-	-	6,228
-	-	-	19,959
-	-	-	3,630
-	-	-	4,817
-	1,698	1,698	69,780
-	-	-	1,364
32,698	-	32,698	32,698
20,194	-	20,194	20,194
52,892	1,787	54,679	558,095

**Iowa Agricultural Development Authority**



**OFFICE OF AUDITOR OF STATE  
STATE OF IOWA**

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**Independent Auditor's Report on Internal Control  
over Financial Reporting and on Compliance and Other Matters  
Based on an Audit of Financial Statements Performed in Accordance with  
Government Auditing Standards**

To the Board Members of the Iowa  
Agricultural Development Authority:

We have audited the accompanying financial statements of the Iowa Agricultural Development Authority, a component unit of the State of Iowa, as of and for the year ended June 30, 2008, which collectively comprise the Iowa Agricultural Development Authority's basic financial statements listed in the table of contents, and have issued our report thereon dated October 16, 2008. We conducted our audit in accordance with U.S. generally accepted auditing standards and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States.

**Internal Control Over Financial Reporting**

In planning and performing our audit, we considered the Iowa Agricultural Development Authority's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing our opinion on the effectiveness of the Iowa Agricultural Development Authority's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Iowa Agricultural Development Authority's internal control over financial reporting.

Our consideration of internal control over financial reporting was for the limited purpose described in the preceding paragraph and would not necessarily identify all deficiencies in internal control over financial reporting that might be significant deficiencies or material weaknesses. However, as discussed below, we identified certain deficiencies in internal control over financial reporting that we consider to be significant deficiencies.

A control deficiency exists when the design or operation of the control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the Iowa Agricultural Development Authority's ability to initiate, authorize, record, process, or report financial data reliably in accordance with U.S. generally accepted accounting principles such that there is more than a remote likelihood a misstatement of the Iowa Agricultural Development Authority's financial statements that is more than inconsequential will not be prevented or detected by the Iowa Agricultural Development Authority's internal control. We consider the deficiencies in internal control described in the accompanying Schedule of Findings to be significant deficiencies in internal control over financial reporting.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood a material misstatement of the financial statements will not be prevented or detected by the Iowa Agricultural Development Authority's internal control.

Our consideration of the internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in the internal control that might be significant deficiencies and, accordingly, would not necessarily disclose all significant deficiencies that are also considered to be material weaknesses. However, we do not believe the significant deficiencies described above are material weaknesses.

#### Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Iowa Agricultural Development Authority's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, non-compliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of non-compliance or other matters that are required to be reported under Government Auditing Standards. However, we noted an immaterial instance of non-compliance or other matters that is described in the accompanying Schedule of Findings.

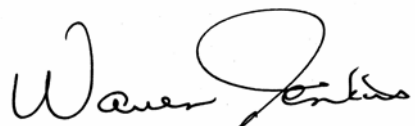
Comments involving other matters about the Authority's operations for the year ended June 30, 2008 are based exclusively on knowledge obtained from procedures performed during our audit of the financial statements of the Authority. Since our audit was based on tests and samples, not all transactions that might have had an impact on the comments were necessarily audited. The comment involving statutory and other legal matters is not intended to constitute legal interpretations of those statutes.

The Iowa Agricultural Development Authority's responses to the findings identified in our audit are described in the accompanying Schedule of Findings. While we have expressed our conclusions on the Authority's responses, we did not audit the Iowa Agricultural Development Authority's responses and, accordingly, we express no opinion on them.

This report, a public record by law, is intended solely for the information and use of the officials, employees and citizens of the State of Iowa and other parties to whom the Iowa Agricultural Development Authority may report. This report is not intended to be and should not be used by anyone other than these specified parties.

We would like to acknowledge the many courtesies and assistance extended to us by personnel of the Iowa Agricultural Development Authority during the course of our audit. Should you have any questions concerning any of the above matters, we shall be pleased to discuss them with you at your convenience.

  
DAVID A. VAUDT, CPA  
Auditor of State

  
WARREN G. JENKINS, CPA  
Chief Deputy Auditor of State

October 16, 2008

Iowa Agricultural Development Authority

Schedule of Findings

Year ended June 30, 2008

**Findings Related to Financial Statements:**

**SIGNIFICANT DEFICIENCIES:**

1. Capital Assets – Chapter 7A.30 of the Code of Iowa requires each department of the state to maintain a written, detailed and up-to-date inventory of property under its charge and control. The following were noted:
  - a. The capital asset listing was not kept up-to-date.
  - b. Assets were not tagged with a state property tag.
  - c. The Authority does not have written procedures for capitalizing assets or for properly accounting for additions and deletions.

Recommendation – The Authority should develop written procedures to ensure a detailed, up-to-date capital asset listing is maintained. Procedures should include, but not be limited to, ensuring capital asset additions are included in the capital asset listing when acquired, deletions are promptly reported and removed from the capital asset listing and all assets are properly accounted for, included on the capital asset listing and tagged with a state property tag.

Response – The audit noted the capital assets listing was not kept up to date. A physical observation was completed in the fall of 2007, however, due to staff shortages, this listing was not transferred to the capital asset list. This has now been completed. Because of the small office size, the capital assets on hand are quite obvious.

The Authority has not tagged capital items with state property tags as we had been told several years ago we were not required to do this, since we are a non-appropriation agency. Since the audit, management has investigated this issue as well as the availability of the tags and to date have not been successful in addressing this issue.

A written procedure for capitalizing assets and property accounting for additions and deletions will be part of the accounting manual to be developed.

Conclusion – Response accepted.

**INSTANCES OF NON-COMPLIANCE:**

No matters were noted.

Iowa Agricultural Development Authority

Schedule of Findings

Year ended June 30, 2008

**Other Findings Related to Required Statutory Reporting:**

Iowa Rural Rehabilitation Trust – The United States Department of Agriculture Use Agreement, section IV (A), allows costs of administrating the Rural Rehabilitation Trust Fund which are reasonably necessary to be paid out of the trust, up to three percent of the book value of the fund in any fiscal year, to be paid without the prior written approval of the U.S. Government. The Authority transfers funds from the Rural Rehabilitation Trust Fund to the Administrative Fund to defray the costs.

During the year ended June 30, 2008, the Authority transferred more than three percent of the book value of the trust fund to the Administrative Fund and did not obtain prior approval.

Recommendation – The Authority should track administrative expenses related to the Rural Rehabilitation Trust and ensure the amount transferred to the Administrative Fund does not exceed three percent.

Response – The Authority is authorized annually to use 3% of the balance of the Rural Rehab Trust Fund for operating expenses. Typically the Authority uses these funds at the beginning of the fiscal year; however, the 3% limitation is based on the fiscal year ending fund balance. At the time withdrawals were discontinued from the fund in November of 2007, we had utilized 2.9% of the fund. Due to additional FFA & IAYI expenses, the fund balance at year end was less than anticipated. The Authority has reimbursed the Trust Fund for the overspent amount from non-general, non-trust funds. This is the first year the Authority has experienced this occurrence, as typically we underspend the 3%. We will attempt to reconcile the account at year end to ensure this doesn't happen in the future, however, because all of the Youth Institute expenses are incurred near year end, this will continue to be somewhat a moving target.

Conclusion – Response accepted.

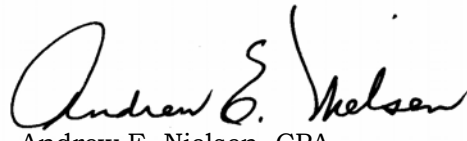
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Iowa Agricultural Development Authority

Staff

This audit was performed by:

Pamela J. Bormann, CPA, Manager  
Donald J. Lewis, CPA, Staff Auditor  
Stephanie A. Sissel, Assistant Auditor

A handwritten signature in black ink, reading "Andrew E. Nielsen". The signature is fluid and cursive, with the first name "Andrew" and last name "Nielsen" clearly legible.

Andrew E. Nielsen, CPA  
Deputy Auditor of State

# **Beginning Farmer Loan Program**

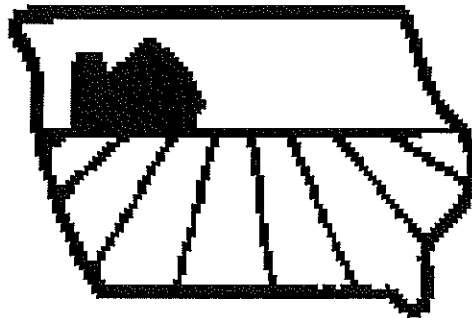
**1/1/81 through 12/31/08**

# **Loan Participation Program**

**7/1/96 through 12/31/08**

# **Beginning Farmer Tax Credit Program**

**1/1/07 through 12/31/08**



## **SUMMARY OF LOAN PROGRAMS**

**Iowa Agricultural Development Authority**

**505 Fifth Avenue, Suite 327**

**Des Moines, Iowa 50309-2322**

**Telephone: 515-281-6444**

**Fax: 515-281-8618**

**Website: [www.iada.state.ia.us](http://www.iada.state.ia.us)**

**E-mail: [iada@iada.state.ia.us](mailto:iada@iada.state.ia.us)**

## BEGINNING FARMER LOAN CLOSINGS BY YEAR

<u>Year</u>	<u>Number of Loans</u>	<u>Number of Acres</u>	<u>Total \$ Amount</u>
1981	6	121	\$213,000
1982	126	2,425	\$7,125,413
1983	175	23,584	\$14,882,456
1984	84	9,715	\$8,993,626
1985	69	29,860	\$5,201,815
1986	5	419	\$573,097
1987	7	1,217	\$587,100
1988	77	15,788	\$6,051,361
1989	199	20,394	\$17,419,076
1990	225	19,207	\$18,907,731
1991	298	24,183	\$26,469,858
1992	147	12,979	\$14,316,795
1993	159	15,403	\$17,447,056
1994	145	13,279	\$16,103,707
1995	182	16,486	\$19,487,242
1996	197	18,734	\$23,942,932
1997	215	17,321	\$27,375,333
1998	181	14,663	\$24,014,904
1999	152	15,332	\$18,682,296
2000	133	13,629	\$19,134,884
2001	147	12,959	\$20,626,897
2002	136	11,419	\$18,448,285
2003	118	11,031	\$17,998,781
2004	99	8,792	\$15,592,814
2005	92	7,402	\$15,540,485
2006	91	5,921	\$15,029,890
2007	113	7,396	\$17,857,230
2008	85	4,739	\$14,588,333
<b>TOTALS:</b>	<b>3,663</b>	<b>354,398</b>	<b>\$422,612,397</b>

<b>BFLP Loans Closed Overview</b>				
	<u>Number</u>		<u>Volume</u>	
Active Loans	2,156	59%	\$292,716,397	69%
Paid Off Loans	1,468	40%	\$126,832,153	30%
Failed Loans	39	1%	\$3,063,847	1%
<b>Total Closed Loans</b>	<b>3,663</b>	<b>100%</b>	<b>\$422,612,397</b>	<b>100%</b>

## Beginning Farmer Loan Program

### Iowa Agricultural Development Authority

	<u>01/01/08-12/31/08</u>	<u>1981-12/31/08</u>
<b><u>Loans Requested:</u></b>		
Land	\$16,091,483	\$436,879,668
Agricultural improvements	\$3,160,500	\$75,341,813
Depreciable property	\$388,205	\$20,125,652
Loan fees & other expenses	\$0	\$23,344
Total loans requested	<u>\$19,640,188</u>	<u>\$532,370,477</u>

<b><u>Results Of Loans Requested</u></b>			<b><u>No. of Loans</u></b>
Loans denied	\$0	\$2,899,017	21
Loans tabled for additional information	\$0	\$8,624,895	48
Loans withdrawn prior to board action	\$1,374,200	\$17,151,156	118
Loans approved	<u>\$18,265,988</u>	<u>\$503,695,409</u>	<u>4,239</u>
Total results of loans requested	<u>\$19,640,188</u>	<u>\$532,370,477</u>	<u>4,426</u>

<b><u>Loans Closed (Bonds Issued)</u></b>			<b><u>% Bonds Used</u></b>
Land	\$11,219,628	\$334,118,390	79.06%
Agricultural improvements	\$3,021,000	\$70,932,165	16.78%
Depreciable property	<u>\$347,705</u>	<u>\$17,561,842</u>	<u>4.16%</u>
<b><u>Total Amount of Loans Closed</u></b>	<b><u>\$14,588,333</u></b>	<b><u>\$422,612,397</u></b>	<b>100.00%</b>
<b><u>Total Number of Loans Closed</u></b>	<b>85</b>	<b>3,663</b>	
Average loan amount	\$171,627	\$115,373	
Average age of applicants	31.24	30.32	
Average size of farm purchased	56.41	117.04	

### Total BFLP Loan Closings By District

	<u>1981-12/31/08</u>	
	<u>Number of Loans</u>	<u>Total \$ Amount</u>
First District	777	\$101,725,900
Second District	328	\$38,074,223
Third District	347	\$37,151,307
Fourth District	1,054	\$117,385,192
Fifth District	<u>1,157</u>	<u>\$128,275,775</u>
<b>Total Closed Loans</b>	<b>3,663</b>	<b>\$422,612,397</b>

Total number of loans closed - 3,663  
Total amount - \$422,612,397  
Average loan amount - \$115,373

[illegible]

## Loan Participation Program

### Iowa Agricultural Development Authority

	<u>01/01/08 - 12/31/08</u>	<u>07/01/96 - 12/31/08</u>
<b><u>Loans Requested:</u></b>		
Land	\$258,000	\$5,673,407
Agricultural improvements	\$942,000	\$2,497,200
Depreciable property	\$0	\$164,830
Loan fees & other expenses	\$0	\$0
Total loans requested	<u>\$1,200,000</u>	<u>\$8,335,437</u>

<b><u>Results Of Loans Requested</u></b>			<u>No. of Loans</u>
Loans denied	\$188,000	\$1,312,223	25
Loans tabled for additional information	\$0	\$0	
Loans withdrawn prior to board action	\$0	\$1,105,835	24
Loans approved	<u>\$1,012,000</u>	<u>\$5,917,379</u>	<u>107</u>
Total results of loans requested	<u>\$1,200,000</u>	<u>\$8,335,437</u>	<u>156</u>

<b><u>Loans Closed / Participations</u></b>			<u>% Used</u>
Land	\$460,359	\$4,018,279	70.66%
Agricultural improvements	\$751,000	\$1,621,400	28.51%
Depreciable property	<u>\$23,000</u>	<u>\$46,700</u>	<u>0.82%</u>
<b><u>Total Amount of Loans Closed</u></b>	<b><u>\$1,234,359</u></b>	<b><u>\$5,686,379</u></b>	<b>100.00%</b>
<b><u>Total Number of Loans Closed</u></b>	<b>12</b>	<b>105</b>	
Average loan amount	\$102,863	\$54,156	
Average age of applicants	29	40	
Average size of farm purchased	37	86	

### Total LPP Loan Closings By District

	<u>1996-2008</u>	
	<u>Number of Loans</u>	<u>Total \$ Amount</u>
First District	10	\$684,309
Second District	4	\$187,900
Third District	15	\$623,242
Fourth District	46	\$2,430,446
Fifth District	30	\$1,760,482
<b>Total Closed Loans</b>	<u>105</u>	<u>\$5,686,379</u>

# Total IADA Loan Participation Program Loans Closed

## July 1, 1996 to December 31, 2008

Total number of loans closed - 105  
 Total amount - \$5,686,379  
 Average loan amount - \$54,156

Top No. denotes number of loans per county  
 Bottom No. denotes total dollars per county

LYON 1 \$50,000	OSCEOLA 9 \$784,415	DICKINSON 1 \$28,500	EMMET 1 \$50,000	KOSSUTH 1 \$50,000	WINNEBAGO 5 \$222,603	WORTH 3 \$112,878	MITCHELL 1 \$50,000	HOWARD 1 \$150,000	WINNEBIEK 2 \$35,250	ALLAMAKEE 2 \$121,120
SIoux 5 \$175,070	O'BRIEN 2 \$173,415	CLAY 2 \$56,211	PALO ALTO 1 \$70,000	CLAYTON 2 \$52,500	HANCOCK 1 \$50,000	CERRO GORDO 1 \$77,550	FLOYD 1 \$50,000	CHICKASAW 3 \$77,550	FAYETTE 1 \$50,000	CLAYTON 2 \$52,500
PLYMOUTH 1 \$37,500	CHEROKEE 1 \$37,500	BUENA VISTA 1 \$32,400	POCAHONTAS 1 \$32,400	HUMBOLT 2 \$41,708	WRIGHT 1 \$50,000	FRANKLIN 3 \$200,000	BUTLER 3 \$332,159	BREMER 1 \$50,000	BUCHANAN 1 \$50,000	DELAWARE 2 \$99,800
WOODBURY 1 \$27,300	IDA 1 \$27,300	SAC 4 \$171,000	CALHOUN 4 \$171,000	WEBSTER 3 \$97,937	HAMILTON 1 \$132,000	HARDIN 1 \$132,000	GRUNDY 5 \$219,240	BLACK HAWK 1 \$50,000	DUBUQUE 1 \$99,850	JACKSON 1 \$99,850
MONONA 1 \$27,300	CRAWFORD 1 \$27,300	CARROLL 1 \$50,000	GREENE 1 \$50,000	BOONE 4 \$514,400	STORY 1 \$35,600	MARSHALL 5 \$172,000	JASPER 2 \$100,000	POWESHIEK 4 \$176,502	JOHNSON 1 \$50,000	CLINTON 1 \$50,000
HARRISON 1 \$100,000	SHELBY 1 \$100,000	AUDUBON 2 \$93,500	GUTHRIE 2 \$93,500	DALLAS 2 \$94,000	POLK 1 \$25,000	WARREN 1 \$22,500	MAHASKA 1 \$22,500	KEOKUK 1 \$42,000	MUSCATINE 1 \$50,000	SCOTT 1 \$50,000
POTTAWATTAMIE 1 \$50,000	CASS 1 \$50,000	ADAIR 2 \$84,571	UNION 1 \$50,000	CLARKE 1 \$30,000	LUCAS 1 \$30,000	MONROE 1 \$30,000	WAPELLO 1 \$45,900	JEFFERSON 1 \$45,900	LOUISA 1 \$50,000	DES MOINES 1 \$50,000
MILLS 1 \$50,000	MONTGOMERY 1 \$50,000	ADAMS 1 \$50,000	RINGGOLD 1 \$50,000	DECATUR 1 \$50,000	WAYNE 1 \$50,000	APPANOOSE 1 \$50,000	DAVIS 1 \$45,900	VAN BUREN 1 \$45,900	LEE 1 \$50,000	HENRY 1 \$50,000
FREMONT 1 \$50,000	PAGE 1 \$50,000	TAYLOR 1 \$50,000	TAYLOR 1 \$50,000	DECATUR 1 \$50,000	WAYNE 1 \$50,000	APPANOOSE 1 \$50,000	DAVIS 1 \$45,900	VAN BUREN 1 \$45,900	LEE 1 \$50,000	HENRY 1 \$50,000

# Beginning Farmer Tax Credit Program

## Iowa Agricultural Development Authority

### Credits Issued & Redeemed

Year	Approved	New Issued	Total Issued	Total Credits Issued	Credits Redeemed
2007	288	288	288	\$ 1,358,592.00	\$ 648,634.00
2008	213	210	488	\$ 2,211,610.00	N/A
<b>Total</b>	<b>501</b>	<b>498</b>	<b>776</b>	<b>\$ 3,570,202.00</b>	<b>\$ 648,634.00</b>

<u>Type of Leases:</u>	<u>01/01/08 - 12/31/08</u>		<u>01/01/07 - 12/31/08</u>	
Cash Rent	116	54%	264	51%
Crop Share	91	42%	229	44%
Other :	8	4%	22	4%
Flex	4		6	
Livestock	0		3	
Machinery/Building	4		13	
	<u>215</u>		<u>515</u>	

### BFTC Project Overview

<u>Status</u>	<u>01/01/08 - 12/31/08</u>	<u>01/01/07 - 12/31/08</u>
Applications Received	215	515
Approved	213	501
Projects Issued Credits	210	498
Withdrawn	4	14
Denied	1	3

### Total BFTC By Districts

<u>01/01/07 - 12/31/08</u>			
	<u>Projects</u>	<u>Certificates Issued</u>	<u>Total Amount</u>
First District	63	104	\$ 451,507.00
Second District	33	48	\$ 213,002.00
Third District	48	73	\$ 256,218.00
Fourth District	204	316	\$ 1,547,386.00
Fifth District	150	235	\$ 1,102,089.00
<b>Total</b>	<u>498</u>	<u>776</u>	<u>\$ 3,570,202.00</u>

## January 1, 2007 to December 31, 2008

Top number denotes number of Projects per county  
Bottom number denotes total credit volume per county